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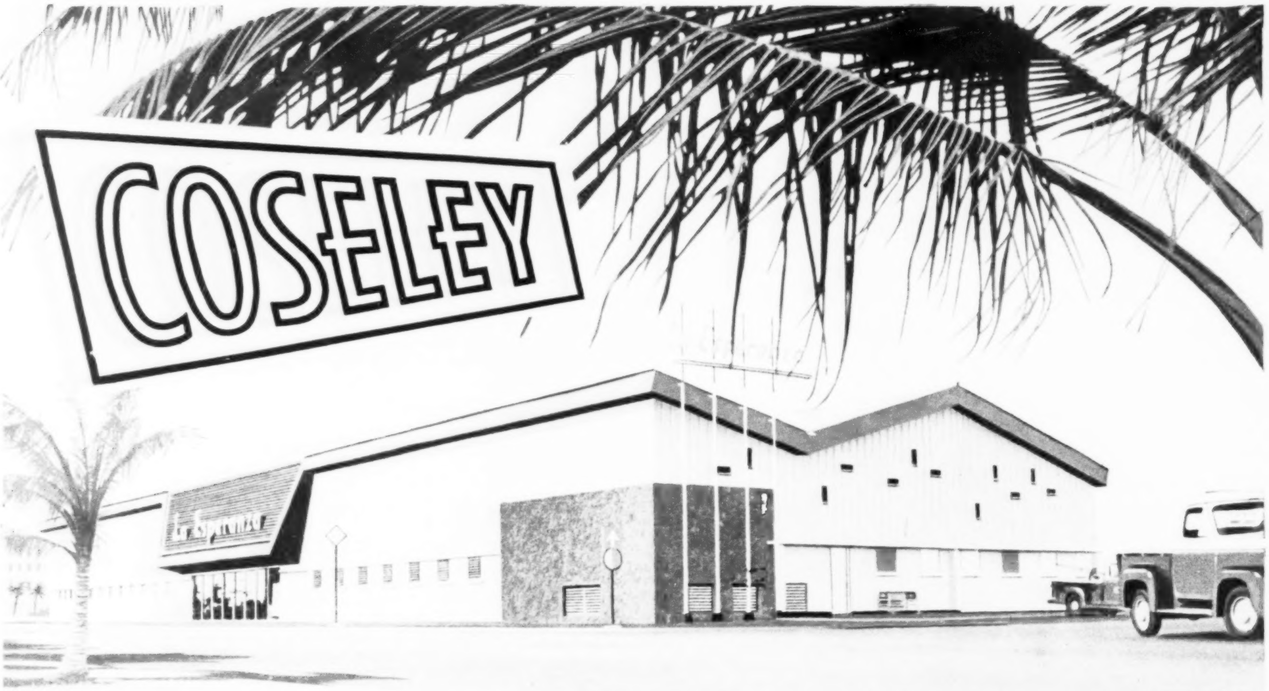

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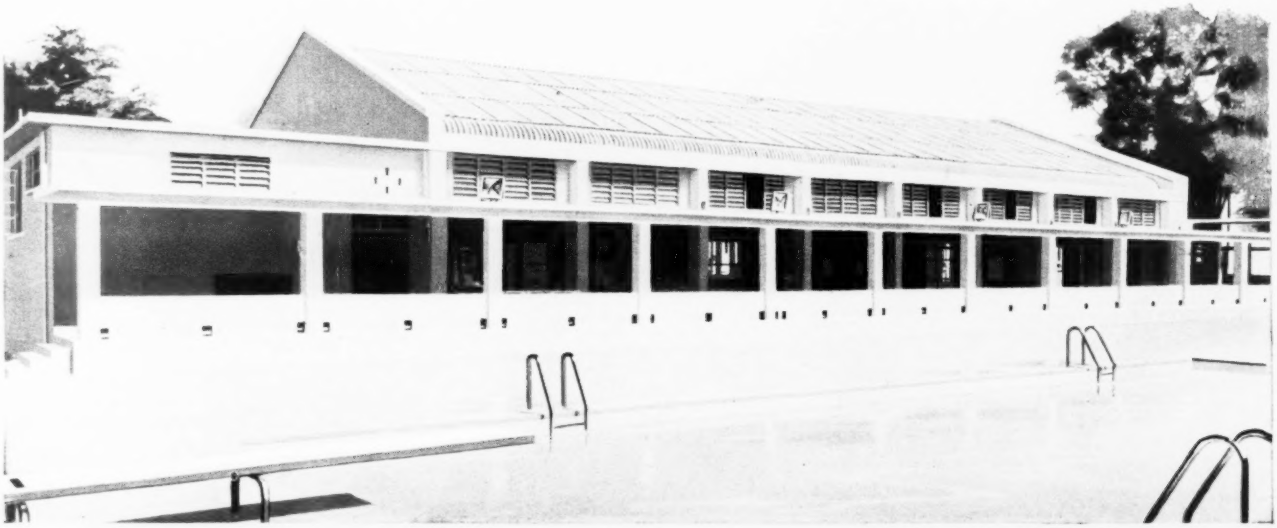

Board of Trade Journal

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'We Can Increase Trade with the Greater Philadelphia Marketing Area'

Goods from Britain worth some $36 million annually have been cleared through the Ports of Philadelphia during the past four years, but large sections of this great market remain unexplored. In this article, Thomas Stuart Tull, Consul-General at Philadelphia, points out opportunities for increased exports of many different types of goods.

'WHAT WILL SELL IN PHILADELPHIA?' the British businessman asked. 'Practically anything, provided the price and quality are right and a good salesman handles the job, preferably by personal visit,' we replied.

He was export sales manager of a medium-sized British firm and had come straight from the station to our office at the suggestion of the British Consulate-General in New York. When he left Britain, he had had no intention of visiting Philadelphia, which he thought of, he told us, as a proud and cultured city full of lawyers, investment bankers and ancient families, but not in any sense as a prime market for his products. But in New York he had been told that Philadelphia was an ideal place from which to cover the mid-Atlantic and some of the southern States. So he altered his plans and made the journey from New York to us in two hours.

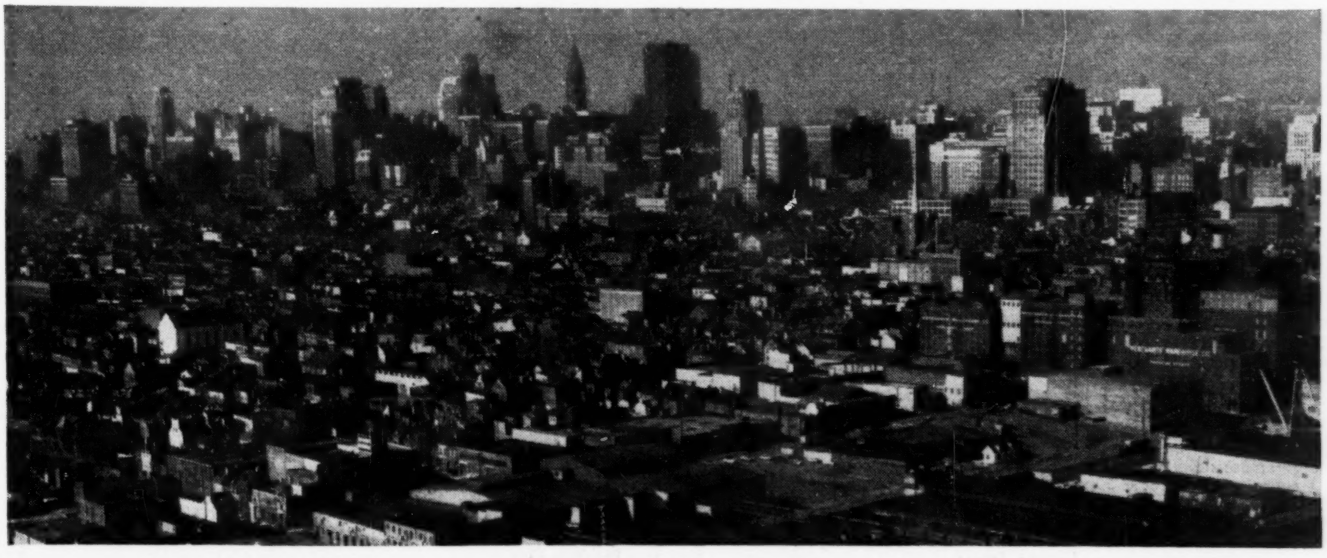
While his business calls were being arranged by telephone, we took him to the 33rd floor of our building (12 South 12th Street, Philadelphia 7, Pennsylvania) and showed him the panorama of a vast metropolis, the fourth city of the United States, stretching in all directions as far as the eye could see, intersected by the green belt of Fairmount Park and bounded to the east by the broad, curving sweep of the Delaware River.

Philadelphia, in fact, was selected for settlement three hundred years ago because of its special advantages as a port. William Penn directed that his city be located on the river '*where it is most navigable, high, dry and healthy; where most ships may best ride of deepest draught and unload at the bank without boating or litering*'. Philadelphia has become known to the world in many ways since Penn's time, but it has never ceased to be an important shipping centre and it is today the world's largest fresh-water port. Ocean-going freighters and tankers can come up the easily navigable 40 foot deep channel of the Delaware River to Philadelphia to discharge their cargoes directly into railroad cars, lorries or processing installations 'without boating or litering': and the city's location is such as to make it a natural and convenient centre of distribution for the entire Middle Atlantic region of America. It is also the focal point for a vast network of railways stretching across the Allegheny Mountains into the mid-West and also to the southern States, and of new turnpikes built and under construction that forge firm links with markets as far afield as the South Atlantic Region, the mid-West, Upper New York State and Eastern Canada.

'*What is the population of the area?*'

'Somewhat over two million in the city of Philadelphia itself, but in the eight-county area of Greater Philadelphia over four and a quarter million. But perhaps the most important thing is that within 100 miles of Philadelphia there is one of the greatest concentrations of population, productive capacity and consumer purchasing power in the Western Hemisphere – 25 million people with over half a million business concerns of every kind.'

When maritime men speak of the Port of Philadelphia, we explained, they mean not only the city itself but the whole Delaware River port area which stretches along both sides of the river for 75 miles; it



The skyline of Philadelphia

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Front Cover Photograph

This aerial view of the central harbour area of the Delaware River shows Philadelphia's city centre (left background) across the river from Camden, New Jersey. The whole Delaware river port area – claimed to be the largest freshwater port in the world – stretches along both sides of the river for 75 miles and covers eleven counties in the three States of Pennsylvania, New Jersey and Delaware. Ocean-going vessels can come up the river to Philadelphia to discharge their cargoes and the city's location makes it a natural centre of distribution for the entire Middle Atlantic region of the United States

Greater Philadelphia Marketing Area *(Continued)*

covers eleven counties in the three States of Pennsylvania, New Jersey and Delaware, and includes besides Philadelphia the cities of Chester and Marcus Hook in Pennsylvania, Gloucester, Paulsboro, Camden and Trenton in New Jersey, and Wilmington and Delaware City in Delaware. For these reasons the plural name, 'the Ports of Philadelphia', which is coming increasingly into use, is the more accurate.

'What is manufactured in this area?'

'These Ports serve an area with an immense productive capacity. In the eight-county area of Greater Philadelphia alone, there are just over 8,000 manufacturing enterprises producing a range of goods which cover nearly 95 per cent. of all the types of industry classified as manufactures in the United States.'

On our return to the office, we invited our visitor to read a recent article prepared by the Federal Reserve Bank of Philadelphia (see inset) which would give him a better understanding of the tremendous market which exists for British firms wishing either to sell to manufacturing firms or otherwise to arrange for distribution of their products. Before he had finished reading, arrangements had been made for one of the commercial officers to accompany him on three calls in the area that afternoon. Conversation continued over lunch at a downtown club.

'How much foreign trade passes through the Ports of Philadelphia?'

'Into this area during the past five years, over one billion dollars worth of imports has been cleared annually. Petroleum and petroleum

(Continued on page 1373)

'This is Philadelphia' . . . . .

Each industrial region has its appeal. Much of the attractiveness of metropolitan Philadelphia is its almost endless variety of manufacturing. Philadelphia is the core of an industrial constellation of major magnitude covering eight counties officially and still more actually. Here is made almost everything that is made. The industrial composition includes batteries and bearings, books and bricks, containers and computers, dyes and dentures, drugs and rugs, gears and golf balls, hats, heaters, paint, paper, pretzels and potato chips, radios, radiators, refrigerators and refractories, tachometers and thermometers, things commonplace and spectacular, melodic and molecular, atomic and electronic. Indeed, it would have been easier to enumerate what isn't made here. Examples: automobiles and locomotives, and they were formerly part of the industrial scene.

The variety of processes, machines, and technology found here almost defies description. Here you can see hydraulic presses of herculean size gently nudging a huge, half-million pound, red-hot ingot into preliminary shape for subsequent machining into a big marine drive shaft on a lathe about half the length of a football field; great strong-arm punch presses with enough power to force a chunk of cold steel bigger than the business end of a baseball bat through a die, like pressing toothpaste out of a tube; little 'tin' cans taking on shape for a soup factory marching by the millions through the can factory in strict formation like well-drilled tin soldiers, which is positively uncanny; wholesale soldering operations of tiny wires on tiny terminals on printed circuits for the incomprehensible anatomy of a TV set; thousands of mice co-operating with hundreds of workers to make death-dealing capsules for killing the germs bent on killing people; laboratory testing devices trying to shake the living daylights out of airplane parts for months at a stretch, equivalent to ten years of flight; and a computer humming along thoughtfully on the job of designing a more efficient computer.

The new resident managers transferred here to operate local plants like Philadelphia because it is so Philadelphian. What they probably like best is the nice blend of city and country. The city offers orchestra and opera, theatres and libraries, museums and halls of science, art galleries and shooting galleries, colleges and universities, public and private schools, churches of all kinds, country clubs and athletic clubs as well as clubs geographic and philosophic.

And what beautiful suburbs! Gently rolling countryside where the grass is always green in season, heralded by magnificent multicoloured floral displays in the spring and a riot of arboreal colouration in the fall.

(Reprinted from 'Business Review' (Federal Reserve Bank of Philadelphia), May 1962.)

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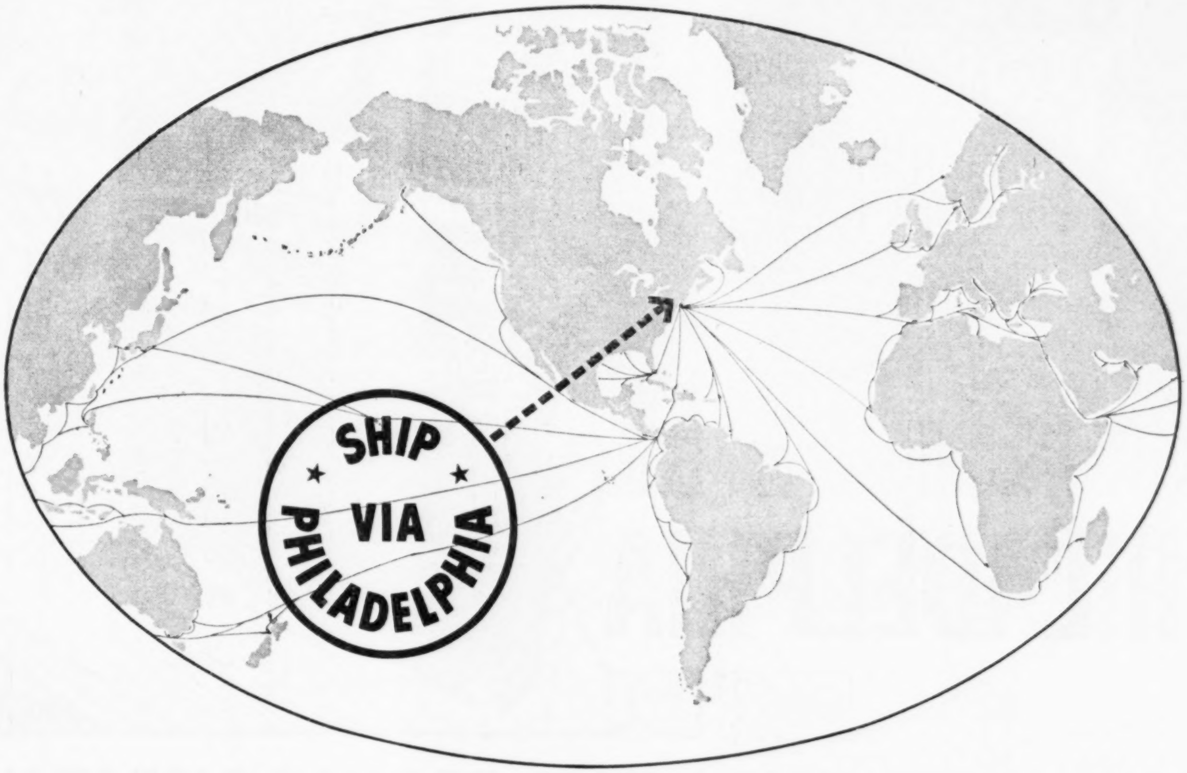

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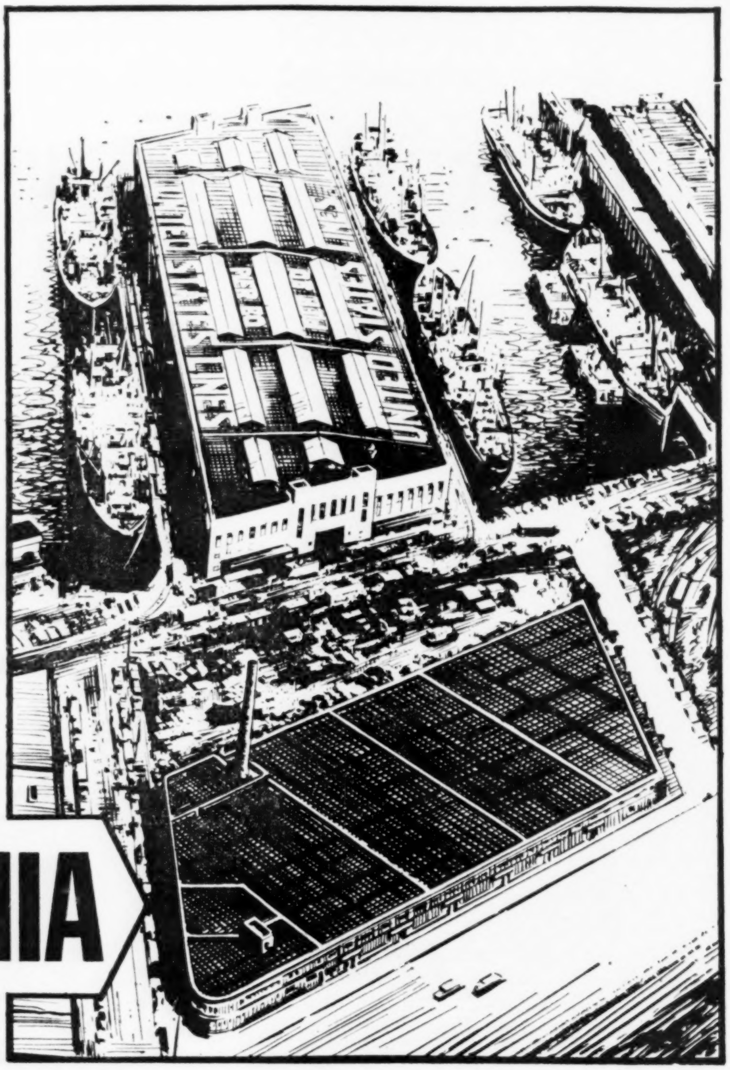

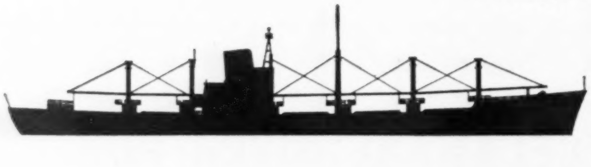

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Greater Philadelphia Marketing Area (*Continued*)

products, iron ore and non-ferrous ores account for over half the total. Other major imports are edible vegetables and products, sugar, cocoa beans, unmanufactured wool, automobiles, industrial chemicals, machinery and an incredible variety of other industrial and consumer goods.

'Exports from here run at nearly twice the rate of imports. The Ports of Philadelphia handle nearly three billion dollars worth of cargo every year, and the total tonnage of vessels entering and clearing during the last ten years has increased from 57 million to over 100 million short tons annually. The civic authorities, in co-operation with local commercial circles, are carrying out an extensive programme to modernize and increase the facilities, so that the volume of traffic handled can be expected to increase substantially during the next decade. Britain in 1960, heading the list of countries to which these exports go, received nearly 350,000 short tons valued at nearly thirty million dollars. The handling of cargoes between Britain and the Delaware Valley is becoming progressively easier. There are regular schedules of sailings between Philadelphia and Britain and direct air services to and from London'.

'*Can you give me some idea of the total volume of British imports into the area?*'

'It is difficult to say exactly,' we replied. 'Perhaps the best indicator is the volume of goods cleared through the Ports of Philadelphia from Britain. Over the past four years, the value of these imports has run at

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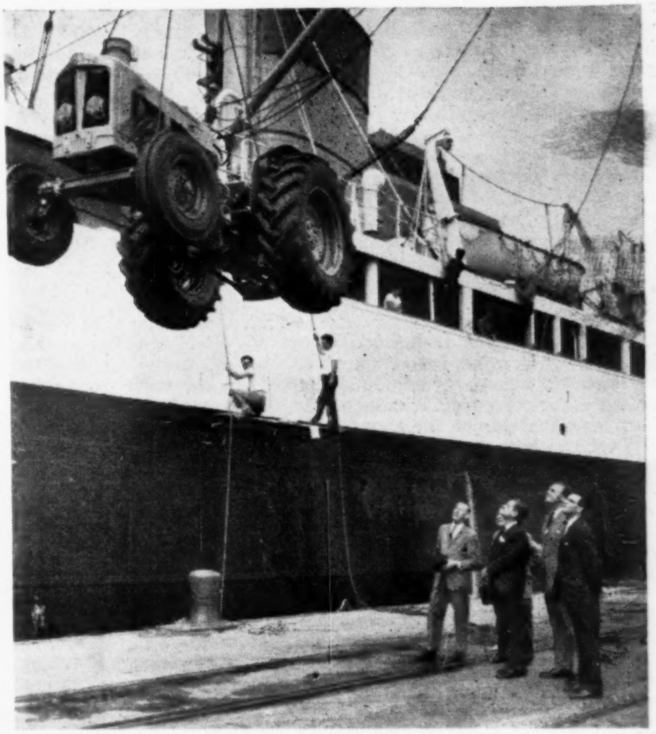

The Cunard Line British S.S. 'Arabia' at Pier 96, South Wharves, Philadelphia, discharging one of 23 unboxed standard diesel tractors from the Ford Motor Co. Ltd. (Local distributors Gash-Stull Co., Chester, Pennsylvania). Seen left to right are: Mr. F. L. Gehbauer, freight manager, Cunard Steam-Ship Co. Ltd., Philadelphia; Captain J. G. Bradley, S.S. 'Arabia'; Mr. Thomas S. Tull, H.M. Consul-General; Mr. W. Scott Smith, Jr., vice-president, Gash-Stull Co., Chester, Pennsylvania; Mr. David B. Esterson, Commercial Officer, British Consulate-General.

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Greater Philadelphia Marketing Area (*Continued*)

about thirty-six million dollars annually. There was a decline in 1961, which was an exceptionally bad year for our car exports following the introduction of American compact cars into the market. But the general trend is upwards. Of course, some of these goods are destined for regions outside this area. Equally, many goods come into the area through New York or other ports, particularly certain types of consumer goods. This is useful business, but when you consider that it only amounts to about 3 per cent. of imports from all sources, you will understand why we think that British exporters are only just beginning to scratch the surface here and that large sections of the market remain unexplored. The majority of Philadelphians are kindly disposed to Britain and more could and should be done to increase trade between Britain and the Philadelphia area'.

'*What are the major imports from Britain?*'

'The pattern fluctuates from year to year. For a long time, manufactured wool and woollen products were our principal dollar earners, but recently there has been competition from synthetics, a greater use of domestic materials, and direct import of raw wool from other countries for processing. Although British cloth still does well, there has been a gradual decline and about three or four years ago automobiles and vehicles became the most valuable import. The big year was 1959, but sales in 1960 and 1961 were much less. And although there is still a strong interest in imported cars, strong sales techniques are needed to secure a better share of the market.

'China clays and ball clays have been imported from Cornwall and Dorset for many years to serve the needs of the ceramic, paper and electrical industries, not only in the immediate area but also in the mid-West and other parts of the United States. Although this is a great chemical processing centre, many industrial chemicals are imported. As regards metals, we have had a considerable success with roll finished steel products, copper-based alloys, iron and steel piping and tubing. And, of course, the figures for Scotch whisky and other spirits continue to mount in an area notable for the discernment of its drinkers.

'For the future, it is important that we should not rely on these traditional imports but should look for increased trade in the field of light engineering and electronics. New ideas in building materials will always arouse interest. We can certainly sell more high quality consumer goods, particularly speciality foods and household articles. The people here really enjoy their leisure and we could do more to cater for their passionate interest in sports of all kinds and in their gardens and boats.'

Our visitor went off to keep his appointments, one of which provided him with a very promising lead which occupied him until after lunch the following day. In the afternoon he returned to tell us what had transpired and to report that he had already received a firm initial order, which he hoped would be followed up by further business. He was glad that he had included Philadelphia in his itinerary and asked for an introduction to our Consulate-General in Cleveland, which we gave him.

'*Do you get many business visitors like myself?*' he asked.

We were forced to admit that over the past ten years only 250 British business men had personally called on us in our office and asked for our help to effect business introductions. From 1951 to 1955, visitors only trickled in at the rate of one a month. From then onwards the rate has been three or four a month. Of course, during the same time we have conducted an enormous correspondence with firms in Britain seeking market information or agents, and with American firms seeking British sources of supply. A great many of these have proved very fruitful, 'But,' we told him, 'nothing is so valuable as a personal visit by a man who knows his job and can make decisions on the spot. Last month, for example, was one of our best months. We had five visits all of which resulted, or are likely to result, in business.'

'*What are you doing to persuade more people to take an interest in Philadelphia?*'

'We have already done quite a bit,' we replied. 'The two senior full-time Commercial Officers at this post have a combined experience of

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Greater Philadelphia Marketing Area (*Continued*)

more than twenty-two years of dealing with the specialized requirements of United States and British firms. In the autumn of last year, the Board of Trade arranged for one of them to carry out an extensive tour of Britain. He visited more than 120 individual firms, trade associations, Chambers of Commerce and other organizations, and did a good job letting people know what Philadelphia had to offer. In January of this year, we organized a Board of Trade stand at the National Plant Engineering and Maintenance Show. This was a successful venture and resulted in a spate of inquiries. Recently, we have recruited a third officer from another Consular Post in this country and can now cope with the extra work which the increase of interest in Philadelphia has produced.'

'*Have you any plans for the future?*'

'We would like to explore further the potential of wealthy and highly industrialized communities such as Wilmington, Reading, Lancaster and a dozen other places about which we have not had time to tell you. But perhaps the best idea would be to write up this conversation in the *Board of Trade Journal* and see if we can persuade more people like you to come here in person and see for themselves.'

'You Can Sell Practically Anything in Philadelphia'

Two Cunard Freighters which discharged their cargoes at Philadelphia early in May carried the following British products:

Shuttlecocks
Steel pipe
Nylon cord
Plastic flooring
Life raft spares
Synthetic graphite powder
Leather
Diesel tractors
Automobiles

Linen yarn
Agricultural machinery
Synthetic resin
Steel socket screws
Grinding machinery
Metal brushes

Ceramic rollers
Whisky and whisky liqueur
Elastic
Jute burlap
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Some Recent Opportunities for Exports to Philadelphia

Aircraft clocks	(Ref. E.S.B. 8417/62)
Graphite plates, welding rods	(Ref. E.S.B. 7641/62)
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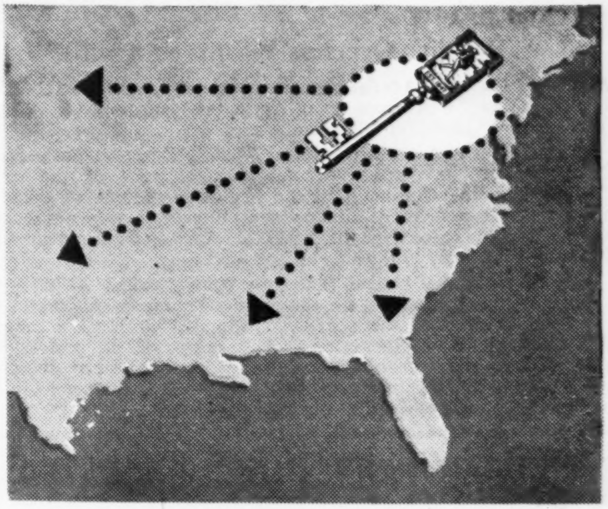
Fine organic chemicals	(Ref. E.S.B. 35543/61)

Further details may be obtained from the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1.

The following regional articles in this series have already been published: Chicago (May 26, 1961); California (September 1, 1961); Seattle (September 15, 1961); New York (November 3, 1961); Alaska (December 8, 1961); Texas (December 15, 1961); Detroit (January 19, 1962); Cleveland (February 23, 1962); St. Paul/Minneapolis (March 16, 1962); The South (March 30, 1962), and New England (June 8, 1962).

Hong Kong Government Office Changes London Address

THE Hong Kong Government Office, London, will be moving from its present address on July 9, 1962, to larger premises at 54 Pall Mall, London, S.W.1. Telephone numbers (Whitehall 5546 and 5547) remain unchanged. The Information Officer may be reached on Whitehall 3769.



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Britain's Overseas Visitors in April

OVERSEAS VISITORS to Britain in April numbered 149,500, an increase of 24 per cent. over April, last year, says the British Travel and Holidays Association.

European visitors in April number 75,200, which was an increase of 48 per cent. on April, 1961, and brought the total number of arrivals from the Continent in the first four months of the year to 177,400 – an increase of nine per cent. European countries recording the largest percentage increases in April were France (127), Germany (56), Italy (35) and Holland (29).

Visitors from the United States in April totalled 30,700 – an increase of seven per cent. on the month. American visitors in the first four months of the year are estimated to have numbered 75,200, which was an increase of 11 per cent. on the period. The numbers of visitors from Central and South American countries rose in April by eight per cent. to 2,300, bringing the total for the four-month period to 7,070 – an increase of ten per cent.

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Chancellor on Banks' Role in Export Promotion

'I APPRECIATE VERY MUCH the part which the banks are playing in export promotion,' said Mr. Selwyn Lloyd, Chancellor of the Exchequer, when opening the Midland Bank overseas branch in the City on June 14.

Only a few months ago the banks had made valuable extensions to the facilities for export credit. As a result, medium-term money had been offered at more favourable fixed rates and substantial funds had become available to fill the gap beyond the five-year period. He hoped that this action, together with the recent steps to make credit easier and cheaper, would enable exporters and would-be exporters to find all the finances needed.

'This is extremely important', the Chancellor said, 'But invisible earnings of British commerce and industry have also traditionally played a very important part in preserving the soundness of our international financial position. In this field the pattern has somewhat changed. For example, in recent years shipping has no longer been a large net earner as in the past. Our earnings from oil have fluctuated. But I am glad to recognise that the City as a whole has been increasing its direct overseas earnings. 'The City' includes a great many other institutions besides banks but banks such as your own have been playing an increasingly important part as foreign exchange earners.'

The 1,150 staff in the new building moved in over Whitsun. The Chancellor said he believed that the foreign business of the bank was probably larger than that of any other in the world. As examples of this, the correspondence section handles about 120,000 incoming and 110,000 outgoing letters a month; the foreign bills department 15,000 items a month; and the linguists about 3,000 translations a month.

At the entrance to the new eight-storey building is a 17 foot bronze sculpture by W. H. Chattaway, depicting, the spirit of enterprise.

Statistical Inquiry into Assets and Liabilities of H.P. Finance Companies

AS PART OF the programme to implement the recommendations on statistics included in the Radcliffe Report on the Working of the Monetary System, the Board of Trade are to seek further statistical information from the hire purchase finance companies which contribute to their inquiry into hire purchase turnover and debt.

The additional information will be collected quarterly and will throw light on the sources on which the companies depend for their finance, and on their assets other than those relating to hire purchase business.

The Board of Trade have consulted the Finance Houses Association, the Hire Purchase Trade Association and the Industrial Bankers Association about the details of the questionnaire to be sent out. Information relating to an individual company will be treated in strict confidence by the Board of Trade and will be used only for compiling statistics of the assets and liabilities of hire purchase finance companies as a group.

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office. Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876—Ext. 147.) Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Telephone: City 3718.)

The Government accepts no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of Articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

E.C.E.'s One-day Industrial Export Conferences

THE EXPORT COUNCIL for Europe is organizing a series of one-day conferences for industry and commerce in twelve centres in the United Kingdom between July and October this year, each designed to consider present and future export opportunities in Europe in relation to products from that area.

The plan arose from the Council's successful National Convention at Eastbourne (November 29-December 2 last year) at which 450 delegates from industries all over Britain met to discuss means of expanding trade with Europe's rich and fast-growing post-war markets.

Then the emphasis was national and general. This time specific areas and industries will be discussed separately. As at Eastbourne, meetings will be split into broad industrial groups with reasonably common interests and experienced speakers will open the discussions. Four main subjects will be considered by each group, and four representatives with knowledge of certain European markets will be available to answer questions. Groups will number between 30 and 50, all consisting of top-level representatives of industry or commerce in the area.

The Council believes that even today when closer attention is being paid to European markets than ever before, many British manufacturing firms can benefit from person-to-person discussions in which knowledge and experience of exporting can be shared. Exhortation will be ruled out at all meetings.

The meetings are being organized in co-operation with the local representatives of the Council's sponsoring bodies (the Association of British Chambers of Commerce, the Federation of British Industries, the National Association of British Manufacturers and the Trades Union Congress), and local arrangements are in the hands of the appropriate Chamber of Commerce.

Speakers have been chosen from among the best qualified in Britain. Discussion subjects include market information; setting up a sales organization in Europe; joint promotion and selling; and export finance, credit and credit insurance. The theme of the conference is 'The Challenge of Europe'.

The Export Council for Europe states that it does not advocate expansion of trade with Europe to the detriment of other world outlets for British products. But it does believe that the 300 million inhabitants of the 19 non-Communist Continental countries with which its activities are concerned (whether inside or outside the Common Market or EFTA) constitute collectively the largest and most rapidly growing market in the world and that there is immense opportunity within it for all ranges of British goods.

The first series of conferences will be at Leicester, Nottingham and Sheffield (on July 3, 4 and 5); the second at Manchester, Liverpool and Leeds (on July 18, 19 and 20). A third series of three conferences is planned for October in Cardiff, Bristol and Reading. The fourth series will be held in Scotland and N. Ireland.

Application for Removal of Import Duty on Dried Citrus Peels

THE BOARD OF TRADE give notice that they are considering an application for the removal of the import duty on dried citrus peels.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than July 9, 1962.

New Address of BoT Investigation Section

THE BOARD OF TRADE Investigation Section at Manchester have removed their offices at King Street West to: *Room 4, Third Floor, 64 Bridge Street, Manchester 3.* The telephone number is unchanged, Blackfriars 0753.

First Ministerial Meeting of EFTA Joint Council

THE JOINT COUNCIL established under the Association Agreement between the EFTA countries and Finland will meet for the first time at Ministerial level in Copenhagen today immediately after the meeting of the EFTA Council at Ministerial level yesterday and today.

The Chairman of the meeting will be Mr. Jens. Otto Krag, Danish Foreign Minister and acting Prime Minister, who is the present Chairman of the EFTA Council.

Jenkins Report on Company Law Published

THE REPORT of the Company Law Committee was published yesterday as Cmnd. 1749. Copies (price 12s. 6d., by post 13s. 3d.) can be obtained from H.M. Stationery Office and branches.

Index of Retail Prices, May 1962

THE MINISTRY OF LABOUR announce that at May 15, 1962, the official index figure* which measures changes in the average level of retail prices compared with the level at January 17, 1956 (taken as 100), was 120, the same figure as at April 17. Calculated to one decimal, the May index was 120.1 compared with 119.7 in April.

Note:

The index figure for May 15 has been calculated in accordance with the recently published recommendations of the Cost of Living Advisory Committee. With prices at January 16, 1962, taken as 100 it was 102·2.

*Details of the principal changes between mid-April and mid-May will be given in the June issue of the *Ministry of Labour Gazette* to be published on June 30.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1.

Monthly at £1 a year, post free:

Pottery and Electrical Ware for April 1962.

Paper and Paper-making Materials for April, 1962.

(Paper and Board production in March and April taken together to limit the effect of the changing date of Easter, was between 5 and 6 per cent. less than in the corresponding period last year.)

Quarterly at 7s. 6d. a year, post free:

Soap and Synthetic Detergents for January-March, 1962.

(Soap production in the first quarter of 1962 was 111 thousand tons, 7 per cent. less than in the corresponding period of 1961. Sales by larger manufacturers of synthetic detergents at 82 thousand tons were about 1½ per cent. less than last year (exports, 4 per cent. less)).

Imports of Fresh Pears from the Dollar and Relaxation Areas

THE BOARD OF TRADE in Notice to Importers No. 1006, dated June 22, 1962, announce that the quota for imports of fresh pears from the Dollar and Relaxation Areas for the twelve months from July 1, 1962, to June 30, 1963, is being repeated at 560,000 cwts.

Applications, which can be considered from previous licence holders only, should be made on form TIP/A (or (ILB/A), and sent to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than July 4, 1962. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, *only* the applicant's name and address and description of goods (fresh pears) should be entered.

The New Common Market

The Central Office of Information, Hercules Road, London, S.E.1, have published a reference paper called 'Towards European Integration' which briefly records developments concerning the European Economic Community and the applications of Britain and other countries for membership since the publication of a previous paper under the same title in December 1961. Price 1s. 3d. by post 1s. 6d.

Helping Industry to Apply Research

THE WAYS in which industry can be helped and encouraged to apply the results of scientific research was the main concern of the Department of Scientific and Industrial Research during 1961. Commenting on the increasing activities of the Department the Council for Scientific and Industrial Research in its Annual Report* now published, says: 'We hope that by economic studies of research requirements, by the award of development contracts, by the continued support of Research Associations and by the work done in its own research establishments, the Department makes a significant contribution to increased industrial efficiency and, therefore, higher productivity.'

But in referring to the Department's responsibility to give industry scientific information 'in an attractive and easily usable form', the Council urges industry to make maximum use of it.

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* The Report of the Research Council of the Department of Scientific and Industrial Research is a Command Paper (Cmnd. 1734) presented by the Lord President and Minister for Science to Parliament and published by H.M. Stationery Office, price 4s. (72 cents U.S.A.), by post 4s. 4d.

Furniture Research

THE interdependence of the Furniture Development Council and the Furniture Industry Research Association, 11 Adelphi Terrace, London, W.C.2, is well illustrated by the annual reports of the two organizations now published. It is the thirteenth report from the FDC and the first from FIRA.

The transfer to FIRA of the work of the former Research and Information Committee of the FDC has had a very marked effect on the FDC's annual report which is considerably reduced in size from previous years by the total omission of any reference to research projects other than the headings under which research is being conducted.

Furniture manufacturers who have not elected to become members of FIRA will not receive a copy of the FIRA report but are invited to complete a card in the FDC report applying for membership of the research association when they will be entitled to a copy.

Rating of Business Premises

A booklet called 'The Rating of Business Premises' published by Chamber of Commerce Publications, 68 Queen Street, London, E.C.4 (5s. post free) lays particular emphasis on the revaluation which will take effect on April 1, 1963.

Performing Right Tribunal

Reference by Highland (Securities) Ltd. Withdrawn

IN THE MATTER of a Reference under Section 25 of the Copyright Act, 1956, made by Highland (Securities) Ltd., of 1, Kingly Street, London, W.1, in regard to a dispute between it and the Performing Right Society Ltd., to which proceedings the Music Users' Council, the Musicians' Union and the Variety Artistes' Federation were later made parties, upon Highland (Securities) Ltd., applying pursuant to Rule 15 of the Performing Right Tribunal Rules, 1957-60, to withdraw the Reference and upon the Performing Right Society Ltd., intimating that it did not desire to proceed with the Reference notwithstanding such withdrawal, the Tribunal made no Order upon the application.

Restrictions on Yugoslav Assets in United Kingdom Removed

CONTROL UNDER UNITED KINGDOM trading with the Enemy Legislation over money and property in the United Kingdom of persons in Yugoslavia has been removed by a Board of Trade Order. Without supplementary action the Order, however, does not affect the position of such of the money or property as has been actually paid to or vested in a Custodian of Enemy Property.

The Order giving effect to these changes is the Trading with the Enemy (Enemy Territory Cessation) (Yugoslavia) Order 1962, price 3d. It came into operation on June 19, 1962.

The Overseas Press Can Help Exporters

A revised version of the booklet 'Overseas Press Correspondents: How they and industry can help each other' has been published by the Board of Trade. It seeks to explain to trade associations and firms how, if they are assisted by the right material and facilities, the London correspondents of overseas newspapers, magazines and broadcasting stations can disseminate information which is both of interest to their audience and of value to British exporters. Many suggestions are made as to how to set about it, and there is a full list of the names and addresses of Press correspondents in London. The booklet is being distributed to industry through a number of organizations including the Federation of British Industries, Association of British Chambers of Commerce, National Association of British Manufacturers, Incorporated Society of British Advertisers, Institute of Practitioners in Advertising and Institute of Public Relations. Copies are also available from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1 (Trafalgar 8855, Ext. 2764).

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, June 15, 1962.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time minutes	Date of Registration
		BRITISH			
Mysterious Island	Columbia Pictures Corporation Ltd.	Ameran Films Ltd.	Br/E 27448	100	June 12
The Webster Boy	Regal Films International Ltd.	Emmet Dalton Ltd.	Br/E 27458	83	June 14
Tiara Tahiti	Rank Film Distributors Ltd.	The Rank Organisation Film Productions Ltd.	Br/E 27459	101	June 14
Look at Life Series 14:					
Amphibian	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 27460	9	June 14
G.H.Q.Middle East	,, ,,	,, ,,	Br/E 27461	8	June 14
Turning Blades	,, ,,	,, ,,	Br/E 27462	9	June 14
The Girl On The Boat	United Artists Corporation Ltd.	Knightsbridge Films Ltd.	Br/E 27463	91	June 14
Pathe News 62-46	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 26997	7	June 14
Pathe News 62-47	,, ,,	,, ,,	Br/E 26998	7	June 14
Movietone News 1722A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 26945	7	June 14
		FOREIGN			
Don't Knock The Twist	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation	F 27449	86	June 12
Zotz	,, ,,	William Castle Productions	F 27450	85	June 12
Dens of Evil	Compton-Cameo Films Limited	Films Alfred Rode	F 27451	93	June 12
Nobody's Ghoul	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Incorporated	F 27452	6	June 12
Rebel Trouble	,, ,,	,, ,,	F 27453	6	June 12
Space Varmint	,, ,,	,, ,,	F 27454	6	June 12
Seize You Later Alligator	,, ,,	,, ,,	F 27455	6	June 12
Lil Whooper	,, ,,	,, ,,	F 27456	6	June 12
Girl In Lovers Lane	Grand National Pictures Ltd.	Robert Roark Productions	F 27457	77	June 13
The Crimebusters	Metro-Goldwyn-Mayer Pictures Ltd.	Vanadas Productions Incorporated	F 27464	74	June 15
Boys' Night Out	,, ,,	Kimco-Filmways Productions	F 27465	112	June 15

The playing time of the film 'A Letter To Three Wives' (F 12277) has been amended to provide an additional shortened version of 83 minutes, F 12277 (a) 9,267 feet (103 minutes), F 12277 (b) 7,457 feet (83 minutes).

Where the title appears in italics the film forms part of a series.

Br/E indicates that the film is a British quota film.

Provisional Figures of U.K. Trade in May

Recorded Values (Table A)

United Kingdom exports in May were valued at £337·6 million, imports at £412·4 million, and re-exports at £15·6 million.

Seasonally Adjusted Values (Table B)

After eliminating normal seasonal variation, United Kingdom exports in March, April and May were 4 per cent. more than in the three months December, January and February. The rate of exports in the first five months of the year was 1 per cent. more than in the year 1961.

On the same basis, imports in March-May were the same as in December-February and the average of the first five months of this year was ½ per cent. more than the average for the year 1961.

Seasonally adjusted monthly average re-exports in March-May amounted to £13 million, compared with £12 million in December-February. The monthly average for the first five months of the year was £13 million, the same as in the year 1961.

United Kingdom Trade

A. Recorded Value £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1960	296·2	378·4	11·8
1961	306·9	366·5	13·2
1961 1st Quarter	312·5	385·3	13·0
2nd Quarter	311·3	372·2	13·4
3rd Quarter	291·4	347·9	13·0
4th Quarter	312·3	360·8	13·0
1962 1st Quarter	310·7	375·0	12·7
1961 December	298·5	388·3	12·9
1962 January	311·5	402·3	12·2
February	298·2	333·0	10·9
March	322·4	389·7	14·9
April	327·3	349·1	14·2
May*	337·6	412·4	15·6
January/May*	319·4	377·1	13·6

B. Seasonally Adjusted Values. £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961 1st Quarter	309	384†	12
2nd Quarter	305	362†	14†
3rd Quarter	309	358†	15
4th Quarter	304	362	13
1962 1st Quarter	306	367	12
1961 December	298†	353†	13†
1962 January	300	380	12
February	307	362	11
March	312	358	11
April	314	359	14
May*	316	380	15
January-May*	310	368	13

*Provisional. †Revised figures.

Trade Account figures of imports and exports differ from those for visible trade in the balance of payments, where imports are entered f.o.b. and insurance and freight, in so far as they are paid abroad, are included in invisible expenditure.

Retail Stocks in April

THE VALUE of retail stocks in April showed the usual small seasonal increase and compared to a year earlier was 4 per cent. higher. When allowance is made for seasonal factors the April estimates represent a further increase in the present high level of stocks. In volume terms stocks showed an increase of 2 per cent. on a year earlier.

Estimates of Changes in Total Retail Stocks

(At cost at end of month)

Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
					(a) At current prices							
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137								
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962	+5	+3	+5	+4								
					(b) At constant (Dec. 1956) prices.							
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	103	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129								
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962	+1	nil	+2	+2								

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958.)

Retail Sales in Northern Ireland in April

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in April was 8 per cent. higher than a year earlier compared with a decrease in March of 6 per cent. Taking March and April together (so as to include Easter in both years) the increase on a year earlier was about 1 per cent.

Sales by food shops and by clothing and footwear shops showed increases on a year earlier of 6 and 12 per cent. respectively, while sales by household goods shops were down by 1 per cent. on a year earlier.

A brief description of these new statistics was given in the *Board of Trade Journal* on March 18, 1960 (page 608). Further details may be had on application to Northern Ireland Index of Retail Sales, Room 55, Ministry of Commerce, Chichester Street, Belfast, (Telephone: Belfast 28271, Ext. 112.)

Index Numbers of Values of Sales per Week (1959 = 100) and Percentage Changes Compared with a Year Earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1960 Year	102	+ 2	101	+ 1	104	+ 4	94	— 6	105	+ 5
1961 Year	107	+ 5	108	+ 7	108	+ 4	94	Nil	109	+ 4
1961 First Quarter	99	+ 7	105	+ 8	96	+11	88	— 5	93	+ 6
Second quarter	105	+ 3	107	+ 9	112	— 3	93	— 2	102	+ 2
Third quarter	104	+ 6	105	+ 6	97	+ 5	97	+10	109	+ 6
Fourth quarter	120	+ 3	113	+ 5	127	+ 4	99	— 3	131	+ 2
1962 First quarter	99	Nil	109	+ 4	87	— 9	91	+ 3	93	Nil
1962 January	97	+ 2	106	+ 5	86	— 5	88	Nil	92	+ 4
February	101	+ 5	112	+ 6	89	— 2	94	+13	94	+ 6
March	100	— 6	110	+ 1	87	—19	90	— 2	94	— 8
April	107	+ 8	111	+ 6	111	+12	91	— 1	104	+ 9

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, or to the appropriate Regional office of the Board.

Government Surplus Sales by Auction

Air Ministry

1962	Stores	Location	Auctioneers
June 28	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252.) Catalogues 1s. 0d. each. *Postal Orders only.*
July 4	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 27 Eastgate Street, Stafford. (Tel.: Stafford 2331.) Catalogues 1s. 0d. each. *Postal Orders only.*
July 10	Huts and buildings, fixture and fittings	Royal Air Force Station, Old Catton, Norfolk	Thos. Wm. Gaze & Son, Crown Street, Diss, Norfolk. (Tel.: Diss 2291.) Catalogues free.
July 19	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury, Worcs.	Nock & Joseland, Bank Buildings, Kidderminster, Worcestershire. (Tel.: Kidderminster 2053.) Catalogues 1s. 0d. each. *Postal Orders only.*
July 23	Huts and buildings, Blister hangar, Romney and Nissen huts, cable.	Royal Air Force Station, Bromley, Kent	Harold Williams & Partners, 80 High Street, Croydon, Surrey. (Tel.: Croydon 1931.) Catalogues free.
July 25	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Glos.	Bruton Knowles & Co., Albion Chambers, King's Street, Gloucester. (Tel.: Gloucester 21267.) Catalogues 1s. 0d. each. *Postal Orders only.*

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sale, on application to the auctioneers.

War Office

1962	Stores	Location	Auctioneers
June 27	Machine tools and miscellaneous stores	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson) Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. Tel.: 54272
July 12	Machine tools and miscellaneous stores including:	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. Tel.: 3081.

Washing machines; hydro extractors; drying tumblers; ironing machines; drying rooms; clothes presses; sleeve dryers. Sewing machines; trailers; baling presses; circular saw benches; arc welders; welding kits; canning oil cooled rectifier. Radio and electrical equipment; cine and film strip projectors and spares; vehicle lift; air hoists; bench shears; battery charging sets; warehouse trucks; signal generators; work benches, etc.

1962	Stores	Location	Auctioneers
July 17, 18 19 & 20	Vehicles, earthmoving and lifting equipment	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L) Byard Lane, Bridlesmith Gate, Notts. Tel.: 54372.

For each sale shown above obtain catalogue, available 14 days prior to date of sale, from the appropriate auctioneer price 1s. 0d. (*Postal Orders only.*)

SALE BY TENDER

Approximately 200 Nissen Huts unused and unassembled 16 ft. span × 36 ft., also large quantity of Camp Structures comprising mainly corrugated iron sheets and creosoted scantlings.

Location; Kent and Sussex.

Applications for tender forms should be made to War Office, Directorate of Disposals, First Avenue House, High Holborn, London, W.C.1. not later than June 29, 1962.

Ministry of Works

1962	Description of Goods	Location	Auctioneers
June 26	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Works, Supplies Division Stores, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel.: Holborn 0337.) (Catalogues, price 6d., are obtainable direct from the auctioneers.)

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Recent Export Achievements

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page.

160 Foot Span Bridge for Burma

British Insulated Callender's Construction Co. Ltd., have received a £20,000 order for the supply of parts to form a 160 foot span bridge with 24 foot wide roadway in Burma. The Callender-Hamilton bridge is a steel structure made up from standard parts with bolted joints. Fabrication and hot-dip galvanizing will be undertaken by Painter Bros. Ltd., of Hereford, also a member of the BICC Group.

Mattresses for Overseas Countries

The Dunlopillo Division of Dunlop Rubber Co. Ltd., announce further overseas successes as follows: 338 Dunlopillo mattresses for a new passenger ferry being built in Sweden; 163 mattresses for the Gresham Hotel, Dublin; 1,020 mattresses for a holiday camp at Mosney, County Meath; and 105 mattresses for the Bermuda Health Department.

Generating Plant for Korea

The Korean Electric Light Co., have placed with Ruston & Hornsby Ltd., an order valued at just under £500,000, for ten diesel generator sets to be supplied with a total capacity of 13,100 kW. These will meet the increasing industrial and domestic demand for electricity in Kwangju, a town with a population of around 300,000. Early delivery was one of the special conditions relating to the contract and it is hoped to have the sets in operation by the end of this year.

Bingo Tickets for Singapore

Twelve cases containing a total of 1,052 books of bingo tickets (900 per book) were recently despatched from London for Singapore by C. H. Bernard & Sons Ltd., of Harwich, who have been supplying large quantities during recent months, together with the necessary ancillary equipment such as caller's number counters and checking boards. The tickets are destined for the goods store of King & Co. of Singapore.

Sulphuric Acid Plant for India

Simon-Carves Ltd., of Cheadle Heath, Stockport, have been awarded a contract by Fertilisers & Chemicals, Travancore Ltd (FACT) for detailed engineering design and supply of essential imported and specialized Indian components for a 450 tonnes/day sulphuric acid plant. This plant, to be set up at Alwaye in Kerala as part of FACT's third-stage expansion programme, will be the largest in India so far—about three times the size of the largest existing plant. Simon-Carves has been responsible for 24 sulphuric acid plants in India of capacities varying from 10 to 150 tonnes/day.

Aircraft Engines for Sweden

Bristol Siddeley Engines Ltd., of London, announce that the Swedish Navy has ordered a large number of Proteus engines for fast patrol boats. The order, worth nearly £1½ million, follows similar orders for Proteus marine gas turbines from Germany, Italy, Denmark and the United States.

Orion Computer for Sweden

The Swedish telecommunications group Telefon AB L.M. Ericsson of Stockholm, have placed an order, valued at about £400,000 with Ferranti Ltd., for an Orion data processing system.

Welders for Iran

Lincoln Electric Co. Ltd., Welwyn Garden City, have recently completed shipment of twenty of their SAE.300 diesel engine driven welders for use on pipeline construction in Iran.

Bedding for Denmark

The Dunlopillo Division of the Dunlop Rubber Co. Ltd., has secured an order for 322 mattresses, 1200 pillows and 363 upholstery sheets for the Royal Danish Navy.

What is claimed to be the biggest single American order ever to be placed for British industrial trucks—worth 1,500,000 dollars—was received by Lansing Bagnall Ltd., Basingstoke, last month. Mr. David Bruce (*left*), United States Ambassador, is seen handing over the order to Sir Keith Joseph, Minister of State, Board of Trade, when they attended the recent Mechanical Handling Exhibition in London. At the same time, the Ambassador received from the Minister of State an order placed by Lansing Bagnall Ltd., with the Towmotor Corporation of Cleveland, Ohio, for over six hundred thousand dollars worth of Towmotor and Gerlinger material carriers. This new business is the result of two new reciprocal trading organizations set up by Lansing Bagnall Ltd., and Towmotor Corporation. Lansing Bagnall aim to sell one truck for export for every truck sold by them in the United Kingdom.

Electrical Equipment for Australia

A.E.I.'s Heavy Plant Division has received another contract worth £142,000 for the supply of equipment to the Bell Bay, Tasmania, works of the Aluminium Production Corporation Ltd. The new order, received through Australian Electrical Industries (Pty) Ltd., will mark the third phase of the expansion programme at the Bell Bay aluminium smelting works, for which AEI will have supplied equipment worth nearly £900,000 with a total installed capacity of 114 MW.

Microwave Radar Links for Norway

Marconi's Wireless Telegraph Co. Ltd., have been awarded a contract worth approximately £500,000 by the Royal Norwegian Air Force for the supply and installation of two microwave radar links. A previous contract from Norway included a £1,000,000 order for two high-power, long range radar control and reporting stations and supplementary equipment.

Overseas Orders for Presses

Fielding and Platt Ltd., of Gloucester, have received orders for presses worth about £1,000,000 – almost 50 per cent. of which are for the export market. One order worth £325,000 came from the French Aluminium Group CEGEDUR, for a giant plate stretching machine of 4,000 tons power for stretching aluminium and alloy plates and slabs. Others came from McKechnie Bros. (South Africa) (Pty.) Ltd., for a 1,750 tons horizontal extrusion press worth nearly £100,000, and from Strojimport, Czechoslovakia, for a 1,000 ton drawing press.

Television Cameras for Italy

The Italian Broadcasting Authority, R.A.I., has placed another order with EMI Electronics Ltd., for five 4½in. image orthicon television cameras. These cameras have been sold to many parts of the world including Switzerland, Norway, Denmark, Hungary, U.S.S.R., Canada, United States, Australia and Britain. In all more than 200 have been sold.

Export Achievements *(Continued)*

Electric Motors for Australia and Sweden

Contracts totalling nearly £150,000 have been obtained recently by the Heavy Plant Division of A.E.I. for large electric motors at home and overseas. One of these, received through Australian Electrical Industries Pty. Ltd. is for motors for Broken Hill Pty., Whyalla, South Australia. The order also covers a reactor and shorting-switch for the larger synchronous motor, and the supply of H.T. switchgear. Another order, this time for Sweden, is from Svenska Esso AB., through their main contractor, Fluor Engineering & Construction Co. Ltd. This is for three squirrel-cage induction motors. The machines are for driving compressors in an Esso chemicals plant.

Patrol Boats for Libya

The Government of Libya have placed with John I. Thorneycroft & Co. Ltd. a contract for the supply of two 58ft. fast customs patrol boats and one of 78ft., the latter to be built at the company's Singapore boatyard. Two Rolls Royce type C6 TFLM inter-cooled Mk. IV diesel engines, each with a sprint rating of 325 b.h.p. will be fitted in the smaller boats, and three similar engines in the larger craft.

Refrigerated Drink Dispensers for Holland

The Export Department of the Non-Drip Measure Co., of Croydon, a subsidiary of Gaskell & Chambers Ltd., of Birmingham, have recently received an order from Holland for 650 of their coin-operated Whircool refrigerated drink dispensers.

Construction Equipment for Egypt

The International Harvester Co. of Great Britain, have received an order valued at £3 million from their Egyptian distributor, the Tractor and Engineering Co. in Cairo, for 266 of the 124 horsepower BTD-20 crawler tractors with matching equipment of scrapers and bulldozer blades, plus 98 of the 50 horsepower BTD-6 crawler tractors.

Lord Rootes (*left*), chairman of the Rootes Group, recently received from Mr. Jesse M. Unruh, speaker of the California Assembly, the Governor's World Trade Award for his contributions to international trade.

Mechanical Draught Cooling Tower for India

Orders have been received by Head Wrightson India Ltd., for a concrete shell mechanical draught cooling tower to be supplied to Tata Iron and Steel Co., at Jamshedpur for a tonnage oxygen plant and by Polychem Ltd., for a tower using the plastic Polygrid packing. In addition an order has been placed with Head Wrightson Stockton Ltd., for two tube mills, complete with helical gear units, electric motors and starters, for the Nundyrook Mines.

Trucks for Poland

A.E.C. Ltd., of Southall have received from Poland a £65,000 order for Thornycroft "Big Ben" 230 b.h.p. six-wheel drive tractive units and cranked frame semi-trailers. Five vehicles are specified in the contract and the specially designed semi-trailers will be constructed by R. A. Dyson & Co. Ltd.

Blast Furnaces for South Africa

Companies of the Davy-Ashmore Group have won important orders for blast furnaces in South Africa. The furnaces will be built at Vanderbijlpark for South African Iron and Steel Industrial Corporation Ltd. (ISCOR) and at Newcastle, Natal, for African Metal Corporation Ltd. (AMCOR). The contracts, valued at about £3½ million, have been taken by Davy-Ashmore South Africa (Proprietary) Ltd., who will organize the work under the technical direction of Ashmore, Benson, Pease & Co. Ltd., of Stockton-on-Tees.

Bank for Nigeria

The Northern Construction Co. Ltd., (Taylor Woodrow Group) have been awarded a contract to construct a bank at Jos, Nigeria, for the Bank of West Africa Ltd. The main block is 145 feet long, 37 feet wide and 48 feet high, and comprises garages, laundries and stores in addition to the flats. Architects for the project are Ronald Ward & Partners.

Comet Jet Airliner for Argentine

Hawker Siddeley Aviation have confirmed that an order for a Comet 4C airliner (Rolls-Royce Avon engines) has been placed by Aerolineas Argentinas, after nearly three years of experience with a fleet of Comet 4 aircraft. The contract, worth about a million pounds sterling, has now been ratified by the Argentine Government.

Barracks for Nigeria

A contract valued at about £500,000 has been awarded to Taylor Woodrow (Nigeria) Ltd., for the erection of an Army barracks at Enugu, Eastern Nigeria, by the Federal Public Works Department. The architects and consultants are the Federal Public Works Department, Lagos, and the quantity surveyors, Widnell & Trollope.

Belt Conveyor Furnace Installation for Russia

G.W.B. Furnaces Ltd., of Dudley, have obtained an order worth about £18,000 to provide an electric mesh belt conveyor furnace installation in the U.S.S.R. The order has been placed with G.W.B. by The Glacier Metal Co. Ltd., of Wembley, who are to build at a cost of over £400,000 a plant for the manufacture of reticular tin aluminium on steel strip, to be used in the production of crankshaft bearings for car and lorry engines.

Buses for Ceylon

A.E.C. Ltd., of Southall, announce that the existing fleet of nearly 100 A.E.C. single and double deck buses at present operated by the Ceylon Transport Board is to be augmented by twenty new 'Ranger' single-deckers.

British Glass Plant Makes Mexico's National Drink

A glass distillation column, used in preparation of tequila, Mexico's national drink made from the tequila plant, has been ordered from QVF Ltd., chemical engineers in glass, of Stoke-on-Trent, through their Mexican agents, Bezaury SA. The QVF plant is required by one of the largest manufacturers of tequila in Mexico. Another tequila company is erecting an exhibition warehouse at Guadalajara. This will be equipped with QVF glass pipeline. (Note: Tequila is a colourless alcoholic drink).

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Europe	June 1.	Sept. 7.
United Kingdom	May 4.	Aug. 3.
Outside Europe	April 6.	July 6.

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Extension 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but application should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events, which, owing to space limitation are not included in the list.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Lists

THE FAIRS and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on June 1, May 4, and April 6, respectively.

EUROPE

Amendments:

We have been advised that the International Trade Fair will be held in Lille from April 27-May 12, 1963, and not April 20-May 5, 1963, as previously shown in the issue dated December 15, 1961.

We have been advised that the Anuga (Fine Foods and Provisions) Exhibition will be held in Cologne from September 21-29, 1963, and not September 28-October 6, 1963, as previously shown in the issue dated December 15, 1961.

Additions:

GRAZ: INTERNATIONAL FAIR AND EXHIBITION OF BREEDING STOCK (SPRING FAIR) – April 27-May 5, 1963.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.1. (Tel.: Knightsbridge 6938.)

MILAN: EUROPEAN MACHINE TOOL EXHIBITION – October 4-13, 1963.
Apply, Machine Tool Trades Association, Brettenham House, Lancaster Place, London, W.C.2. (Tel.: Temple Bar 3606.)

UNITED KINGDOM

Additions:

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION – February 25-March 1, 1963.
At Earls Court. Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

MANCHESTER: 'EVENING CHRONICLE' BRIGHTER HOMES EXHIBITION – March 12-30, 1963.
* At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel.: Deansgate 6363.)

OUTSIDE EUROPE

Addition:

CHICAGO: 26TH ANNUAL SUPERMARKET INSTITUTE CONVENTION AND EXPOSITION – May 5-8. 1963.
* At McCormick Place. Apply, Super Market Institute Inc., 500 N. Dearborn Street, Chicago 10, Illinois.

British Weeks and Store Promotions

A LIST of forthcoming British Weeks and Store Promotions was published in the *Board of Trade Journal* of April 6, page 756. The programme below reflects changes notified to the Board of Trade since that date:

PLACE	NAME OF PROMOTION	DATES	ORGANIZERS and/or CONTACTS
Vancouver, Brentwood, New Westminster, and Victoria.	Store Promotions: T. Eaton Co. Ltd.	1962 May 23-July 28	British Trade Commissioner, Bank of Nova Scotia Buildings, 602 West Hastings Street, Vancouver 2, British Columbia.
Schaffhausen, Chur Langenthal, Lucerne and Sion, Switzerland.	Store Promotions: Grands Magasins Rheinbrucke.	June 15-30	Mr. B. Loring, Myer Emporium, 8 Brook Street, London, W.1. (Tel.: Grosvenor 1543) *or* Commercial Department, British Embassy, Willadingweg 83, Berne.
Tokyo . .	Store Promotions: Takashimaya.	June 19-24	Commercial Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo.
Osaka . . .	Ditto	July 3-8	Ditto
Portland and Salem, Oregon, U.S.A.	Store Promotions: 'Festival Britannia' by Meier & Frank Company of Portland.	August 20-September 1	British Consulate, 715 Lewis Building, Portland 4, Oregon.
Bergen and Stavanger.	British Week: 'Gateway to Britain Week'.	September 19-30	Commercial Department, British Embassy, Drammensveien 4 (v), Oslo *or* Mrs. M. R. Henderson, B.A., Secretary of 'Gateway to Britain Week' Conference, c/o Central Administration Buildings, Team Valley Trading Estate, Gateshead 11, Co. Durham. (Tel.: Lowfell 76071, Ext. 19.)
New York . .	Store Promotion: Bloomingdale's (Menswear).	September 27-November 7	British Consulate-General, 7th Floor, 99 Park Avenue, New York 16, N.Y.
Geneva . .	British Fortnight . .	October 1-13	British Consulate-General, 41 Quai Wilson, Geneva.
Atlanta, Georgia, U.S.A.	Store Promotions: Lenox Square, Shopping Centre.	October 22-27	British Consulate, 422 Hurt Building, Atlanta 3, Georgia.
San Francisco .	British Week: 'London Week'.	November 12-17	Secretary of London Week Committee, Room 507, 310 Sansome Street, San Francisco 4 *or* British Consulate-General, 343 Sansome Street, San Francisco 4.
Kansas City and Wichita.	Store Promotions: Macy's 'Festival of Britain'.	November 25-December 29	British Consulate, Room 1509, Commerce Trust Building, 922 Walnut Street, Kansas City 6, Missouri.
Panama . .	British Week: Textile/Motor Show.	1963 January	Commercial Department, British Embassy, Via Espana 120, Panama City *or* Western Hemisphere Export Council, Panama Committee, Estafeta No. 1, Apartada 3295, Panama.
Tokyo . .	British Week (under discussion only).	Spring	Commercial Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo.
New Orleans .	Store Promotion: Maison Blanche.	September 23-October 5	British Consulate-General, 403 International Trade Mart, New Orleans 12, Louisiana.
Zurich . .	British Week . . .	September	British Consulate-General, Dufourstrasse, 56, Zurich.

Firms wishing to participate in any of these events are invited to offer their products through their local agents or to seek the assistance of the contacts or organizers whose names appear in the right-hand column.

Demand for Antiques is Greater than Ever

ONCE AGAIN connoisseurs and lovers of antiques have assembled in London from all parts of the world to attend the twenty-second Antique Dealers' Fair and Exhibition, which was opened by the Duchess of Bedford in the familiar gold and amber setting of the Great Room at Grosvenor House, London, on June 13. The Fair closes on June 28.

As a spectacle of the elegancies and glories of superb unhurried workmanship and as a mart for all who wish to acquire beautiful and rare objects of a bygone age, this Fair has still no equal throughout the world. For convenience the dividing line between the age of handicraft and the machine era has been taken as the year 1830, so that to qualify as an exhibit the object must have been made before that date. Great care is taken by the various selection committees of experts to ensure that the rule is strictly observed.

The organizers of the Fair have been greatly encouraged by the continuing interest shown by members of the Royal Family. This year H.M. the Queen has lent a charming Italian XVI century bust of a laughing boy who once watched over the royal nursery, and H.M. the Queen Mother, who is Patron of the Fair, has sent a fine painting of Cotherstone, the Derby winner of 1843, encircled by six similar pictures of his ancestors. There are also a silver-gilt sideboard dish, lent by H.R.H. the Duke of Gloucester, and an exquisite painted fan lent by H.R.H. Princess Marina of Kent.

With the exception of the Royal loans and of a rare George I silver service lent by the Worshipful Company of Goldsmiths, all the articles exhibited are for sale. Arranged over some ninety stands that fill the floor and balcony of the Great Room are handmade treasures from many lands that have been collected by antique dealers in London and the Provinces. The exhibits range from those sought by wealthy collectors to some well within the power of a moderate purse. There are antiquities from Egypt, Greece, Rome, China, and India, bronzes, clocks and watches, coins and enamels, furniture and glass, pictures and porcelain, silver, gold, ivories and jades, tapestries and carpets, mirrors and needlework, manuscripts, books and jewellery.

For the convenience of purchasers there are several packers' and carriers' stands on the gallery at which advice can be obtained on all matters of safe packing and transportation. There are also magazine stands where descriptive material can be bought that covers every aspect of antiques.

Among the most valuable exhibits are a pair of paintings, priced at £60,000, made in 1741 by Giovanni Paolo Pannini of Cardinals' visits to St. Peters and St. Paulo in Rome. Another big-price article is a £7,000 tulipwood commode by Saunier, one of the major Paris ebenisets of the second half of the XVIII century. There is also a £3,000 gold telescope with a pearl encrusted watch at one end. Another curious Swiss watch with a musical cylinder movement contains an elaborate fountain with five jets of water stimulated by rotating rods of spirally twisted glass.

No small part of the charm of antiques lies in the intimate glimpses of their past history that some of them can provide. One documented antique is a kingwood sofa table which has with it the cheque for £22 paid by the purchaser in 1809. Or one can see the sedan chair in which Lord Byron rested his lame foot, or a painted terra cotta toilet jar, used by a lady who lived some 1,400 years ago. There is also a chess set, the pawns designed as Highlanders and the knights in armour, which was the property of the wife of Captain James Cook, R.N. Did she use it to while away the time of waiting for news of her husband's journey to the South Seas? And there is an oval silver-mounted snuff box with the word *Victory* inset in the lid, and inside the following inscription: 'The oak of this box is part of the Starboard gunnel of the *Victory* wounded by a Shot in the Battle of Trafalgar 21st October 1805.'

The buyers that throng the Fair can rest assured that every article that they purchase will be truly representative of the character of the period in which it was produced. Every article is examined by experts before it is allowed on the stands, and every replacement of sales undergoes a similar scrutiny. Through this careful attention to detail the Antique Dealers' Fair has built up an enviable reputation both at home and abroad that has played a very important part in Britain's export trade in antiques – a trade whose value continues to appreciate.

British Building Display in Italy

THE BOARD OF TRADE have collaborated with the National Council of Building Material Producers in the organization of a combined British display at the First International Prefabrication Exhibition which opened in Milan on June 16. The display was organised in consultation with the Ministry of Works, who are staffing the enquiry bureau, and 11 firms are taking part. It is being held in the British prefabricated school building which won a prize at the Milan Triennale exhibition in 1960 and was afterwards handed over to the Italian authorities. Arrangements for the British display have been co-ordinated by the Building Exhibition, London.

Exhibits by the British firms include non-combustible building board, plastic flooring materials, adhesives for building work and ceramic tiles. The exhibition is being held in connection with a congress on building. It affords a timely opportunity to show British building materials in Italy in view of the big school-building programme launched by the Italian Government.

The exhibition ends on July 8.

British Sports Goods Display in Germany

THE BOARD OF TRADE are collaborating with the Federation of British Manufacturers of Sports and Games and the Rural Industries Bureau in the organization of two British displays at the International Trade Fair of Sports Goods and Camping Equipment (SPOGA) at Cologne, November 4-7.

Twenty-one British firms will take part in a display being organized in collaboration with the Federation. It will cover more than 4,000 square feet and include a wide variety of sports goods.

The Rural Industries Bureau will have a separate and smaller display of sports goods manufactured by small rural firms.

Both displays are being designed by the Central Office of Information and the British Embassy in Bonn is assisting in their organization.

The Rural Industries Bureau is a Government-financed organization providing an advisory and technical service, including marketing and export advice, to small country workshops.

International Plastics Exhibition

THE THIRD International Plastics Exhibition (macroPlastic) will take place from October 18-25, 1962, at Utrecht, and will contain about 450,000 square feet of exhibition area in the halls of the Croeselaan grounds. The halls will be divided as follows: Marijkehal: basic materials, chemicals and auxiliary products, Bernhardhal: plastics machinery and equipment, Margriethal: semi-manufactured products, and Julianahal: finished products.

The organizers of the exhibition expect an increase of 50 per cent. in the nett stand space booked compared with the 160,000 square feet contained in the 1960 event.

The British Plastics Federation in collaboration with the Board of Trade has organized a display of British plastics in the Margriethal. This display, together with those of a number of individual British exhibitions, will ensure substantial British representation at the 1962 event.

Further details about this event can be obtained from the United Kingdom agent, Mr. S. D. Cooke, 11 Manchester Square, London, W.1. (Telephone: Hunter 1951.)

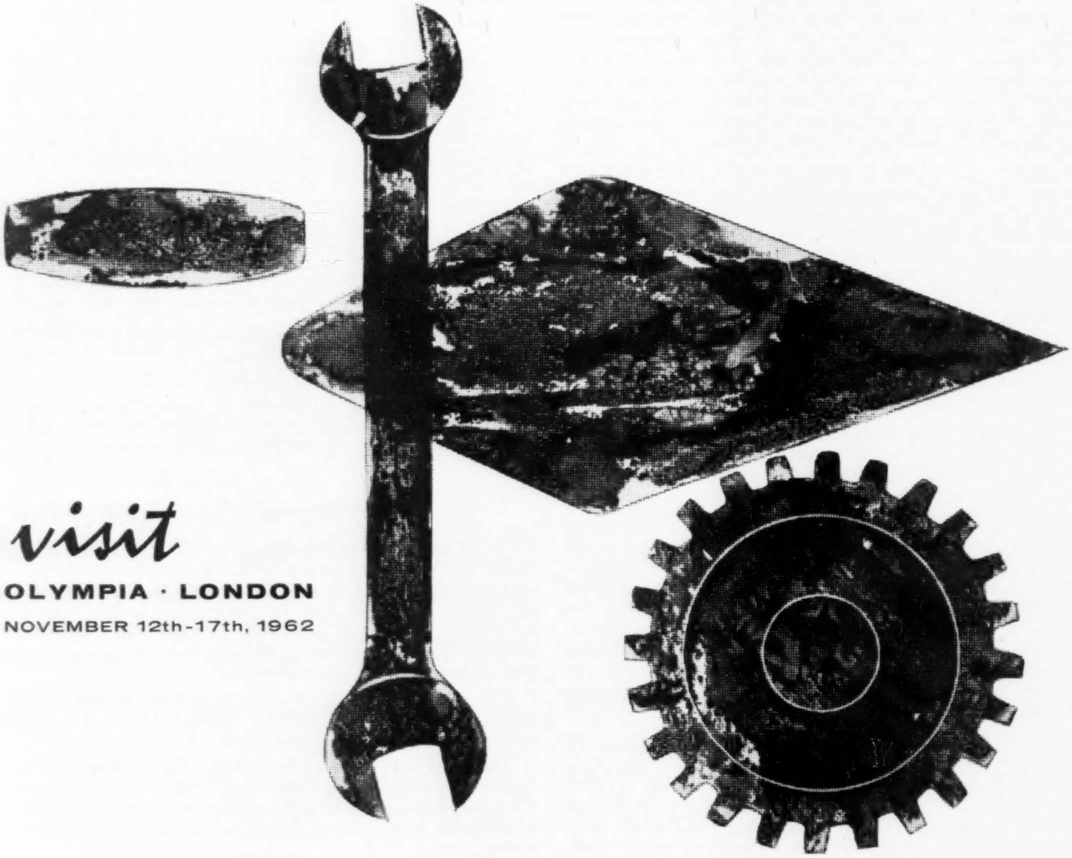
Shopping in Britain Display at The Design Centre

ON July 2, the Council of Industrial Design will mount a special exhibition of over 150 products at The Design Centre, 28 Haymarket, London, S.W.1, to interest visitors from overseas. Arranged at the height of the tourist season, the exhibition will emphasize British achievement in modern design, and offer practical suggestions for souvenir hunters.

Included in the exhibition will be cutlery and flatware, glassware, household textiles, leather and travel goods, metal and woodware, factory and craft pottery, sports goods, toys and a miscellaneous section.

public works and municipal services

congress and exhibition



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Further details from Reg Lawson,

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The First 'Quinzaine Technique de Paris'

A report from the Commercial Department, British Embassy, Paris.

A view of the International Public works Exhibition (EXPOMAT), an important specialized exhibition in the Quinzaine Technique de Paris

FROM MAY 14 to June 3, the organizers of the Foire de Paris, in conjunction with trade associations representing public works machinery, machinery for plastics and plastic materials, mechanical and electrical equipment, machine tools, marine equipment, etc., arranged a 'Technical Fortnight'. This represented the most comprehensive selection of specialized trade fairs – in various exhibition premises in the Paris area – in the 1962 French trade fairs calendar.

With the huge Foire de Paris as the hub the following specialized fairs made up the 'Quinzaine Technique': Women's Ready-to-Wear Show, International Pleasure Boating, International Plastics and Rubbers Exhibition (Europlastique 1962), International Public Works Machinery (Expomat), The First International Exhibition of Plant Equipment and Mechanical and Electrical Engineering Industries Machine Tool Exhibition, Art and Creation, Ten Centuries of French Jewels. The following is a brief summary of each event.

An annual event the Foire de Paris which was held from May 19 to 31, and is regarded by the French as a fête, was a mammoth affair occupying 5 million square feet, of which 2 million square feet are under cover, at the Porte de Versailles. Of an international nature, for out of 13,000 exhibitors, 3,000 are foreign, the Foire accepts exhibitors in any industry from foodstuffs to motor cars, and provides amenities of all kinds which offer visitors a wealth of variety, interest and comfort unsurpassed in any other event of its kind in France. The average annual attendance is 3 million, of whom 300,000 are foreign.

The Women's Ready-to-Wear Show, held from May 14 to 21, came within the organization and scope of the Foire de Paris, in conjunction with the French Women's Clothing Industries Federation. Spring and Autumn Salons are organized annually in May and November. The salon covers 110,000 square feet at the Porte de Versailles, with over 150 French and foreign exhibitors. It is sad to relate that, in spite of advance publicity, no United Kingdom firm exhibited at the May salon this year. The accent was on winter collections, with most firms employing mannequins in the exhibition hall which was laid out in the form of boutiques.

Aim of the International Pleasure Boating exhibition, the annual section of the Foire de Paris, held from May 19 to 31 on the banks of the Seine, was to exhibit to the public and trade a complete range of pleasure boats and equipment manufactured by French and foreign firms. Highlights of this event were the boat demonstrations on the Seine and the 'Paris Nautical Night', which has become a feature of the Paris season. As in the United Kingdom, pleasure boating in France has rapidly increased as a pastime over recent years.

French, German, American and British boats and equipment are shown to great effect at this salon. Of 115 exhibitors, 7 were United Kingdom firms, mainly exhibiting on their agents' stands. The attendance was 60,000 – less than the organizers had expected. This was due to the cold rainy weather which persisted throughout the 'Quinzaine Technique'.

The biennial specialized International Public Works Machinery Exhibition (EXPOMAT), held from May 17 to 27, occupied 2¼ million square feet at Le Bourget Airport. Five hundred leading French and foreign firms exhibited 5,000 machines ranging from small dumpers to massive cranes. The value of the equipment on show was said to be £90 million, and represented products from the manufacturers of 13 European and American countries Considered to be the most important exhibition of its kind in the world, offering to buyers a comprehensive international concentration of public works machinery, it attracted buyers, some of whom came in delegations, from all European countries, the Soviet Union, Poland and Yugoslavia, in addition to governmental delegations, from Iran, India, Peru, Chile, Colombia and Canada. French participation, which comprised 49 per cent. of exhibitors, was mainly organized by the M.T.P.S. (Syndicate National de Industries d'Équipement) whose members total 320 firms engaged in the production of public works equipment. Of the foreign participants, the United States, West Germany and the United Kingdom were predominant.

Since the last exhibition in 1960, this event has rapidly increased in importance so far as France is concerned. The whole range of equipment is now free of quantative restrictions for importation into France, and the recently introduced French 'Fourth Plan' envisages considerable expansion in building and road making for the years 1962-1965. Great interest was shown this year in road-making machinery, excavators, dumpers, cranes, etc. All United Kingdom firms expressed satisfaction with the number of inquiries received and held out good hopes for future business in France. Aveling Barford, for instance, sold their first 'S.N.' Dumper, a 32 metric ton unit exported from Grantham, and worth many thousands of pounds. Ruston-Bucyrus and J. C. Bamford Limited, among others, were well in evidence.

The next EXPOMAT will be held in 1964.

The Mechanical and Electrical Industries, and the Machine Tool Exhibitions, from May 25 to June 3, were staged together under one roof in the Palais de la Défense, Puteaux, on the outskirts of Paris. Together they formed probably the largest technical exhibition in Paris this year. This is also a biennial event organized jointly by the French Federation of Mechanical Industries Association, the Electrical Equipment Manufacturers Association, and the French Machine Tools Manufacturers Association. The exhibitions are intended principally for French industry, but foreign participation is accepted. Of 500 exhibitors, showing 4,000 tons of equipment, in the machine tool section, 216 were foreign. The United Kingdom was represented by 16 firms in metal-working machinery, and 4 in wood-working machinery. West Germany were by far the strongest of the foreign exhibitors with a total of 113 firms in this section. In the Mechanical and Electrical Industries section, 800 French and foreign firms were represented, West Germany with 171 firms, again provided the strongest foreign participation. The United Kingdom were second jointly with the United States, having 30 participants each.The exhibits were spread over one million square feet presenting an impressive array of up-to-date machinery, supplies plant and workshop equipment, of interest to the electrical, electronic, mechanical engineering and metal-working industries. A Soviet Mission, led by Monsieur Roudnev, a Vice-President of the Council of Ministers and Director of K.M.I.R. (State Committee for the Co-ordination of Technical Research), attended these two important exhibitions.

(Continued on next page)

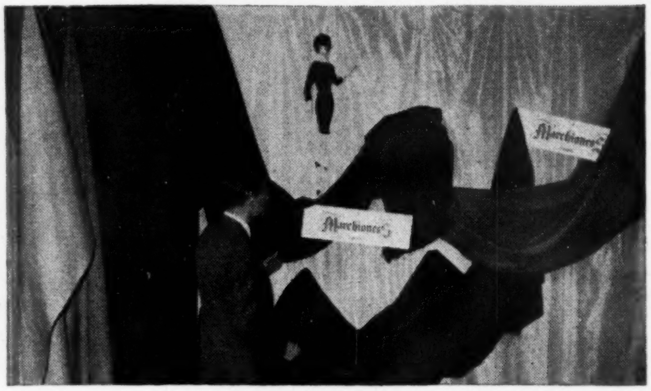
U.K. Display at 11th MITAM in Milan

By H.M. Consul (Commercial), Milan.

THE 11TH MITAM (Mercato Internazionale del Tessile per l'Abbigliamento e l'Arredamento Milano – Milan International Clothing and Furnishing Fabrics Trade Show), held in the Palazzo del Tessile in the Milan Fair premises, was opened on June 4 by Sig. Storchi, Under-Secretary at the Ministry of Foreign Trade. Mr. R. G. A. Meade, H.M. Consul General at Milan, attended the opening and later paid a special visit to the British stands. MITAM is held twice a year in June and November; the June show concentrates more on clothing fabrics for the following spring and summer and the November event more on those for the following winter. The object of MITAM is to promote contacts between Italian and foreign manufacturers and businessmen in these fields. Model shows, to which entry is strictly reserved to qualified buyers, are held on each day of the Mercato.

In his speech the Under-Secretary stated that in 1961 Italian exports in general had increased by 14·8 per cent. and imports by 10·5 per cent. Exports of textiles represented 14·5 per cent. of total Italian exports and in 1961 had increased by 6 milliard Lire over 1960. This increase was the result of the greater freedom of world trade and in particular of the gradual coming into effect of the European Common Market, and also of the growing knowledge and appreciation in other countries of Italian products.

MITAM is the leading Italian trade show for such materials and attracts buyers from many countries especially within Europe. At the June MITAM the range of fabrics includes wool, cotton, natural silk, man-made fibres and various mixtures of one or the other. The main categories are high-fashion fabrics in prints and weaves, fancy suitings, brocades, elasticized fabrics, jerseys, tricots, crepes and other specialities. There is a strong representation of furnishing fabrics and household and domestic textiles in all fibres, including special fabrics such as terry-towelling, non-woven fabrics, felts, leather imitation fabrics, fur imitation fabrics, inter-linings, synthetic-laminated fibres on polyester foam and bathing-suit fabrics, etc.



One of the British stands at Mitam.

At the 11th MITAM there were in all 247 exhibitors, of whom 171 were Italian and 76 came from 12 foreign countries. The largest number of foreign exhibitors was French (29) with British firms second (17). All but one of the British exhibitors made up a joint display organized by the Board of Trade together with the Textile Promotion Consultative Committee. Incorporated in the group was an information office staffed by representatives of this latter body.

The experience of the British exhibitors, for many of whom this was their first participation in a European specialized trade show, was very encouraging. Gasmey Limited, showing a range of pure silk printed fashion fabrics, did extremely well and booked substantial orders. The Vantona Group, displaying a wide range of household and domestic textiles, also excited great interest and booked a satisfactory amount of business. The remaining exhibitors, all of whom either booked business or placed sampling orders, found the trade show above all valuable for the wide range of interesting contacts which they made, especially in the cases where they were not represented in Europe or had never previously developed continental business to any substantial level.

In general, they found this fair to be quieter than had been expected but the quality of buyers and visitors seemed high. Buyers showed great interest in high quality fashion fabrics where design and colour are more important than price. At the other end of the scale buyers also showed great interest in low-priced merchandise. In fact it can be stated that, in general, this MITAM was a very price-conscious one.

A valuable lesson learnt by British exhibitors in relation to high fashion fabrics is the need for further study of Continental tastes and requirements in colour, design and style, but it is encouraging to know that in the low-price level British products are highly competitive, particularly in respect of their quality.

The 11th MITAM closed on June 10. The 12th MITAM will be held between November 20 and 25. For the information of firms who wish to exhibit at MITAM the representative for the United Kingdom and Commonwealth is Mrs. Ruth Stewart, of Business Representatives (London) Limited, 19 Hanover Square, London, W.1.

Quinzaine Technique de Paris (*Continued*)

The 'Diamonds in Industry' exhibition organized by De Beers and I.D.B. on the top floor of the exhibition hall was well attended. In this section there were 30 exhibitors, and it included a small cinema.

One of the largest plastics and rubbers fair in Europe, the International Plastics and Rubbers Exhibition 1962 (Europlastique 62), which took place from May 19 to 29, attracted a total of 720 exhibitors spaced over 55,600 square metres of the exhibition grounds at the Porte de Versailles, Paris. This fair – international in character with a foreign participation of 44 per cent., and which demonstrated forcibly the various facets of the strength of the E.E.C. plastics industries which together surpass even that of the United States in terms of total output – was full of interest with sections devoted to plastics machinery, plastics raw materials and the finished product. There were technical symposia on plastics and rubbers attended by experts from many countries, including the United Kingdom; film shows; and tours to important plastics and rubber plants in France. Europlastique 62 attracted a large number of overseas visitors: delegations from all the E.E.C. countries were prominent and missions from as far afield as New York, Buenos Aires and Moscow testified to the general interest the fair aroused. Against this background, it is to be regretted that United Kingdom participation, admittedly the highest of any non-E.E.C. country, still stood no higher than 3·8 per cent. of the total.

Within the scope of the Foire de Paris, the Art and Creation exhibition held from May 19 to 31, in the heart of the city at the Grand Palais on the Champs Elysées, offered a wide range of 'objets d'art', antiques, paintings, etc. Goldsmiths and glass-makers combined to lay tables lit by chandeliers, while jewellers exhibited cabinets of precious stones. Fashion and perfumery were also highlights of this salon.

The Ten Centuries of French Jewels exhibition held from May 3 to 31, took place in the Louvre Museum, and represented an impressive and unique collection of French art and craft. Over ten centuries, French jewellers have excelled in transforming precious gems into famous treasures. French gems, and others on loan from the United Kingdom, West Germany and Portugal, were shown together in the beautiful Apollo Gallery.

Machine Tool and Immingham Dock Exhibitions in Birmingham

'THIS EXHIBITION is a splendid opportunity of forging new links of commerce, friendship and understanding. It also provides an opportunity for studying the products and requirements of foreign markets, a study which is bound to become more and more vital within the framework of the larger European and world trading areas now being created'. This was said by H. E. Pietro Quaroni, the Italian ambassador, at the opening of the first Importers' Machine Tool Exhibition—IMTEX 1962—at Bingley Hall, Birmingham on June 14. The exhibition closes tomorrow.

Company directors, executives and managers in the Midlands will have an opportunity to see some of the facilities available at Immingham dock when an exhibition opens on June 26, at the Engineering and Building Centre, Broad Street, Birmingham. The facilities and services available at this deep water dock will be shown, and also some indication of space available for industrialists who may be interested in establishing factories in the vicinity of the Humber Bank. The Exhibition, sponsored by the Grimsby Rural District Council, remains open until June 29.

Overseas Trade Section

Anglo-Polish Trade Quotas

THE *Board of Trade Journal* for June 15 (page 1343), reported that following negotiations in London between representatives of the United Kingdom and Polish Governments an Agreed Minute establishing quota lists relating to trade between the two countries in the twelve months beginning July 1, 1962, had been signed in Warsaw on June 12. The Agreed Minute and quota lists are reproduced below for the information of traders:

AGREED MINUTE

Representatives of the Government of the United Kingdom and of the Polish Government have met in London as provided in paragraph 1 (b) of the Trade Arrangement between the Government of the United Kingdom of Great Britain and Northern Ireland and the Government of the Polish People's Republic dated May 20, 1960, hereinafter referred to as the Arrangement.

The following arrangements were concluded for the year ending June 30, 1963:

2. The quotas for Polish goods, for the purpose of Paragraph 2 of the Arrangement, will be those set out in the list attached as Annex A.

3. The quotas for the United Kingdom goods, for the purpose of Paragraph 3 of the Arrangement, will be those set out in the list attached as Annex B.

Done in duplicate, in the English language, in Warsaw this 12th day of June, 1962.

Annex 'A'

Polish Goods for Import into the United Kingdom during the Period July 1, 1962, to June 30, 1963

Item No.	Description		Quota £'000 c.i.f. unless otherwise specified
1	Bacon		*Tons* 48,500
2	Butter		*Tons* 16,000 (a)
3	Canned ham and canned pork loin		1,700
4	Canned meat (not including ham, pork loin or poultry), the following:		2,700
	Canned meat (other than pig meat and poultry)	1,400	
	Canned meat (other than ham, pork loin and poultry)	1,300	
5	Dried, salted, smoked, pickled or cooked open pack meat		450
6	Poultry, canned or fully cooked as defined by the Poultry Carcasses Landing Order, 1955		235
7	Various food products, the following:		180
	Fresh water fish, including eels and carp	10	
	Canned and other preserved fish and herrings	20	
	Prepared lunches and salad dishes (including stuffed cabbage, tripe, hashed meat with cabbage, meat pates) in airtight containers	100	
	Rabbits, dead	40	
	Buckwheat roasted	10	
8	Cheese		35
9	Live horses, subject to Animal Health Regulations		25
10	Lactose		p.m.
11	Potato pulp		p.m.
12	Potatoes, other than new		p.m.
13	Various foodstuffs, the following:		121
	Canned soups containing less than 30% by weight of total solids and dried or powdered soups not containing milk powder	10	
	Sugar and chocolate confectionery	65	
	Halva	6	
	Flour confectionery, including biscuits	30	
	Bread	10	
14	Vodka, spirits, liqueurs, wines and beer:		80
	Vodka, spirits, liqueurs and wines	50	
	Beer	30	
15	Bilberries, fresh or dried		350
16	Jams (of which not more than 1,100 tons for strawberry, raspberry, blackcurrant and plum taken together)		*Tons* 1,400
17	Canned or bottled fruit grown in Poland, including preserved cherries in barrels and bilberries in demi-johns (of which not more than £30,000 for apples, pears, plums, strawberries and raspberries, taken together)		80
18	Fruit juices, sweetened and unsweetened, and fruit must:		75
	Fruit juices sweetened and unsweetened	40	
	Fruit must	35	
19	Pulp of fruit grown in Poland (of which not more than 700 tons for strawberry, raspberry and apple taken together)		*Tons* 2,400
20	Apples and pears		*Tons* 225 (b)
	Period July 1 to December 31, 1962	*Tons* 60	
	Period January 1 to June 30, 1963	*Tons* 165	
21	Deep frozen fruit (of which not more than 50 tons for strawberries and raspberries)		*Tons* 475
22	Miscellaneous foodstuffs, the following:		263
	Cucumbers, pickled	150	
	Cucumbers in brine	40	
	Cabbage in brine	10	
	Mustard	1	
	Mushrooms, dried, powdered, pickled or in brine	60	
	Vinegar	2	
23	Miscellaneous foodstuffs and seed, the following:		80
	Horseradish, raw	10	
	Potato flakes	60	
	Potato pancake powder	5	
	Tree and bush seeds subject to suitability of quality and type	2	
	Canary seeds	3	
24	Vegetables (including cauliflowers and onions in brine), fresh, frozen, canned, pickled or dried (other than mushrooms) subject to Plant Health Regulations (of which not more than £65,000 for peas, beans and carrots)		150
25	Onions (of which not more than £300,000 during the period August 1 to November 30) and garlic		700
26	Honey		15
27	Chemicals and pharmaceuticals, subject to type		1,400
28	Hunting ammunition		5
29	Table and fancy pottery (of which not more than £15,000 for ornamental ware)		50
30	Lighting glass		30
31	Table glass, undecorated and decorated (of which not more than £70,000 for glassware and crystal cut glass or decorated by etching, engraving or intaglio and gold enamelled)		200
32	Plain and ornamental window glass		35
33	Building stones (including marble and granite)		40
34	Quick lime		10
35	Burnt gypsum (plaster of Paris)		20
36	Cement		300
37	Glass Christmas tree ornaments and popular art fancy goods, the following:		120
	Glass Christmas tree ornaments	90	
	Popular art fancy goods excluding toys but including wooden fancy goods, decorated and sculptured, plastic table mats and handicraft textile articles	30	
38	Toys of all kinds including dolls and parts and pedagogical toys		125
39	Bentwood, willow and garden furniture, kitchen and garden chairs		350
40	Baskets, cane or willow		25
41	Baskets (other than cane or willow), bulrush ware and brushes, the following:		80
	Baskets, other than cane or willow	20	
	Bulrush ware	35	
	Brushes, including sorghum brooms	25	
42	Hangers, clothes pegs and wooden doors (of which not more than £60,000 for wooden doors)		200
43	Matches		10
44	Various papers and paper-made articles, unexposed film and photographic papers, the following:		10
	Various papers and paper-made articles	5	
	Unexposed film and photographic papers	5	
45	Furniture (other than bentwood, kitchen chairs and willow furniture)		100
46	Various wooden articles (other than furniture, hangers and clothes pegs, toys and sports goods) of which not more than £5,000 for wooden dowels		240
47	Fabrics and made-up goods (other than clothing, lace or net) of cotton		120
48	Fabrics and made-up goods (other than clothing) of wool		5
49	Fabrics and made-up goods (other than clothing, lace or net) of man-made fibres		55
50	Plush fabrics		50
51	Linen fabrics and manufactures thereof		40
52	Ready-made clothes		70
53	Stockings and socks		60
54	Carpets and kilims		30
55	Tanned pig skins		20
56	Leather fancy goods, including gloves		40
57	Various rubber articles		2
58	Footwear of all kinds (of which not more than £75,000 for rubber footwear)		300
59	Enamelware		40
60	Holloware (for domestic use), the following:		20
	Aluminium	15	
	Galvanized (iron and steel)	5	
61	Stainless steel tableware (for domestic use)		5
62	Silver and silver plated tableware		10
63	Alarm clocks		15
64	Wrought-iron building fittings		25
65	Builders' hardware, including padlocks and locks		30
66	Sports articles, accumulator boxes and household articles, the following:		53
	Sports articles (including tents)	10	
	Accumulator boxes made from ebonite	3	
	Household articles of plastic	40	
67	Hand tools		50
68	Domestic sewing machines		25
69	Cameras, enlargers, binoculars, optical instruments and drawing instruments, the following:		27
	Cameras	10	
	Enlargers and projectors	5	
	Binoculars	5	
	Optical instruments	5	
	Drawing instruments	2	
70	Various machine tools and machinery unspecified, excluding typewriters and electrical goods		450
71	Pneumatic ground piercing tools		25

(*Continued on next page*)

Anglo-Polish Trade Quotas (*Continued*)

Item No.	Description	Quota £'000 c.i.f. unless otherwise specified
72	Castings	55
73	Prefabricated buildings of wood, hardboard and plywood	20
74	Light aircraft including equipment and gliders of a c.i.f. value not lower than £850 (of which not more than £5,000 for gliders)	20
75	Yachts and pleasure boats	30
76	Bicycles and parts	30
77	Motorcycles, scooters, mopeds and spare parts	10
78	Musical instruments	10
79	Wireless sets and spare parts other than radio valves and transistors (of which not more than £10,000 for transistorized sets)	50
80	Gramophone records	15
81	Books and periodicals, art works, music and numismatics	150
82	Miscellaneous	120 (c)

Notes: (a) For the period April 1, 1962, to March 31, 1963.
(b) Licences will be allocated by the United Kingdom authorities.
(c) The United Kingdom authorities will, within the framework of their import policy, consider individually applications by the Polish authorities to import against this quota goods not specified elsewhere in this Annex.

Annex 'B'

United Kingdom Goods for Import into Poland during the Period July 1, 1962, to June 30, 1963

PART I

The Government of Poland undertake to give general facilities for the import of goods not listed in PART II of this list to a value of £21¼ million and to give facilities especially for the following types:

Man-made fibres.
Rayon cordage fabric (for tyres).
China clay.
Vitreous enamelling frits.
Leather, including sole leather.
Chemicals and pharmaceuticals not elsewhere specified including aluminium oxide, aromatic materials for industrial use, oleocetic alcohol, anti-knock compounds, dodecylic alcohol and other fatty alcohols, ethylene glycol, citric acid and wine acid, copper sulphate, nickel salts, laboratory chemicals and analytical reagents, argon and other gases including 'Arcton' gas in bottle, dynamite glycerine, benzoates, rubber chemicals, anti-oxidants and ancillary products, vanillin, light magnesium carbonate, light magnesium oxide, plasticizers, glue and gelatine, stearine, salicylates, oleine and other fatty acids, agricultural insecticides, fungicides, melamine, oil additives, synthetic rubbers and copolymers, picene, sodium cyanide, tin oxide, trioresyl phosphate, ancillary products for rubber, luminophores, vitreous enamel oxides, radio-active isotopes, cyclohexylamine, dielectric fluids, textile auxiliaries and lanolin.
Plastic materials, including sheeting and floor coverings, synthetic resins, film base, cellulose acetate and acrylics and decorative laminates.
Dyestuffs and auxiliary materials for the production of dyes; intermediates for the production of dyes.
Pigments (including titanium) and aluminium paste.
Rubber manufactures, including tyres, tubes, covered and uncovered thread, rubber belting, rubberized fabrics, printers' blankets and gutta percha products.
Building materials.
Civil engineering, building and constructional plant and equipment, industrial trucks, and mechanical handling equipment (including excavator cranes and hoists).
Complete factories and plant.
Machine tools.
Pumps, air and gas compressors, and industrial valves.
Machinery and equipment for the typographic industry (printing machinery) and parts.
Machinery and equipment (and parts) for the following industries: food preparing, processing, packing, bottling and sterilizing; textile and fibre working; mining (including portable power tools and ventilators therefor); plastics and rubber working; clay working; pulp, papermaking and paper converting; leather tanning and working; glassmaking and glassworking; cable, lamp and valve-making; laundry and dry cleaning; boot and shoe making and repairing.
Portable power tools not elsewhere specified.
Civil airliners, aero engines and aircraft equipment.
Ships.
Marine engines (over 1,500 b.h.p.) and parts.
Other internal combustion engines and parts.
Marine generators, and auxiliary equipment therefor.
Ships fitting and equipment including chain and chain cable.
Navigation and signalling equipment, including sextants.
Communication, navigational aid and radar equipment.
Telecommunication equipment.
Boilers and boiler plant, and parts.
Equipment for electrical power stations, including transformer substation rectifiers, high and low tension apparatus, and parts for electrical furnaces.
Diesel driven generating sets and turbo blowers of all kinds.
Electric motors (including fractional horse-power motors).
Electrical cables, wires, strips and strands, including P.V.C. and other insulated.
Railway rolling stock and equipment, including springs.
Chemical equipment and pharmacy industry equipment.
Equipment for the graphic arts industry.
Automatic data processing equipment.
Office machinery, including typewriters, calculating machines, and duplicators and plates and supplies therefor.
Liquid gold, liquid platinum, lustres.
Enamel colours for glass and pottery.
Platinum gauges.
Platinum-rhodium thermocouple wire.
Tungsten and vanadium carbide.
Ferro vanadium 50%.
Alloys of copper used in the manufacture of components for switchgear.
Parts for vehicles.

PART II

The following specific quotas are established:

Item No.	Description		Quota £'000
1	Cotton yarn		50
2	Man-made fibre yarns, including rayon cordage yarn (for tyres) and non-tarnishing metallic thread		450
3	Textiles not elsewhere specified, the following:		215
	Wool piece-goods	50	
	Woven and knitted man-made fibre fabrics	25	
	Lace and lace net	10	
	Nets, netting, cordage, cables, ropes and twine of natural and man-made fibres	50	
	Other, including cotton fabrics, cashmere-felt and tanners' plush, elastic fabric and elastic net, linen harness thread and silk yarns	80	
4	Clothing and footwear, the following:		115
	Footwear	5	
	Woven and plastic clothing and headwear	50	
	Hosiery and knitwear	60	
5	Belting and glues, the following:		10
	Machinery belting and glues for the leather industry	5	
	Fire resistant belting	5	
6	Veneers		5
7	Paints, varnishes and printers' inks		75
8	Electrical industry products, the following:		500
	Electrical insulating products, including steatites and calites and electrical insulating cloth and mica products	100	
	Radio and television equipment including receiving sets and components thereof, valves and cathode ray tubes and components thereof	400	
9	Various paper and paper products, transparent cellulose film, photographic paper, films and plates, the following:		325
	Various paper and paper products including filter papers plastic base papers, carbon papers, raw and baryte coated photographic paper, N.C.R. paper, coated art paper	250	
	Transparent cellulose film	35	
	Photographic paper. roll films, sheet film and plates including X-ray membranes, sensitized, and micro-film for document copying and recording	40	
10	Mineral manufactures, the following:		150
	Asbestos products, including filter sheets	35	
	Crucibles and refractory products	40	
	Carbon products of various kinds including graphite	30	
	Thermal insulation . . . 85% magnesia or asbestos or calcium silicate	10	
	Abrasives	35	
11	Vehicles and parts thereof and service station equipment, the following:		300
	Complete motor cars, trucks and buses and chassis thereof	250	
	Motor cycles, including scooters and mopeds and parts	30	
	Bicycles and parts	10	
	Service station technical equipment	10	
12	Instruments, tools and equipment, the following:		635
	Tools and implements (including hand tools and engineers' small tools) and engineers' gauges and measuring instruments	50	
	Scientific and industrial instruments, including electrical, optical, mathematical and drawing instruments and laboratory apparatus and glassware	450	
	Cinematograph apparatus and equipment, including special motors for cinema apparatus studio lighting equipment, still cameras and photographic equipment, document copying cameras and readers, other photographic equipment and materials	50	
	Clocks and watches, including ships clocks, chronometers and stop watches and parts, including steel springs for clocks	5	
	Medical and dental instruments and accessories and materials, X-ray and electro-medical apparatus; including hearing aids	60	
	Optical goods, including optical glass and spectacle frames	5	
	Weighing machinery	15	
	Fire extinguishing equipment	p.m.	

Anglo-Polish Trade Quotas (*Continued*)

Item No.	Description		Quota £'000
13	Machinery, the following:		100
	Agricultural and horticultural machinery, including tractors and parts	75	
	Refrigerators and refrigeration plant of all kinds, including parts	25	
14	Technical equipment, the following:		85
	Sewing machines (industrial and domestic) and parts, including needles	25	
	Tape rcorders and parts, and recording tapes, record players and gramophones with electric amplifiers and parts	40	
	Precision chain	10	
	Special screws, including self-tapping and socket screws	5	
	Non-industrial liquid-fuelled heating, lighting and cooking apparatus	5	
15	Ball and roller bearings		100
16	Periodicals and books		150
17	Fish of all descriptions, including herring		75
18	Miscellaneous foodstuffs, the following:		265
	Coffee and coffee and chicory extracts and essences	40	
	Cocoa powder	25	
	Blended and other teas	25	
	Flavouring essences, essential oils and food colours, and sauces	10	
	Whisky and other spirits and beer	55	
	Chocolate and sugar confectionery	15	
	Medicinal cod liver oil produced in the United Kingdom	15	
	Biscuits	10	
	Medicinal herbs	30	
	Other foodstuffs not elsewhere specified	40	
19	Various seeds		5
20	Animals for breeding		40
21	Films exposed		40
22	Adhesive tapes of all kinds		5
23	Miscellaneous consumer goods, the following:		349
	Polishes, creams and dressings for footwear, furniture, floors, metal and stoves	20	
	Toilet preparations, soap, cosmetics and raw materials therefor	55	
	Razors and razor blades	40	
	Cutlery	5	
	Mechanical lighters (including electrical)	4	
	Jewellery, including costume jewellery	5	
	Cigarettes and tobacco	10	
	Musical instruments and equipment, including felts for musical instruments and pianoforte key ivory	10	
	Sports goods and toys	10	
	Brushes, industrial and artistic	10	
	Ink, fountain pens, ballpoint pens and other writing accessories, including stainless steel nibs	25	
	Gramophone records including language teaching records	20	
	Leather and plastic articles and gloves	15	
	Other consumer goods, including flatware, table hollow-ware, pressure cookers, domestic electrical appliances and linoleum	120	

Other Trade and Financial Arrangements

Republic of Niger and Poland

THE NIGER *Journal Officiel* of February 28, 1962, announced the signing of a trade agreement between the Republic of Niger and Poland. The agreement is effective from January 1, 1962, for a period of one year, and is renewable annually.

No quota values are stated, but amongst exports from Poland to Niger are vodka and other spirits, tyres and inner tubes, woven fabrics of cotton, wool, linen, and rayon, storm lanterns, electrical apparatus for domestic use, enamelled kitchenware, kitchenware in galvanized iron, sewing machines, lorries, minibuses, and light vans.

Exports to Poland from Niger will include groundnuts, cotton, groundnut oil, raw animal skins, gum arabic and oil cake.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room 807, Lacon House, Theobalds Road, London, W.C.1.

Iraq and Indonesia

THE BOARD OF TRADE has recently received a copy of the text of the trade agreement between Iraq and Indonesia which came into force on December 14, 1961. The Agreement will remain in force for one year and will be automatically renewed from year to year.

Iraq's exports to Indonesia will include cotton, dates, food grains, cotton textiles, hides and skins and cement.

Indonesia's exports to Iraq will include tea, sugar, coffee, spices and quinine.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2197), quoting reference C.R.E. 2913G.

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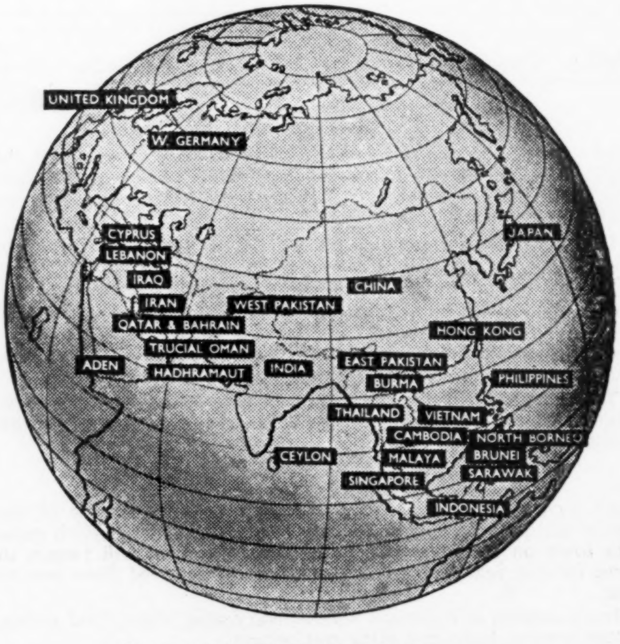
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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin.*

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room 614, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 778.) Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk.*

General (Inquiries by telephone: Chancery 4411, Ext. 738 and 771).

AUSTRALIA

Self Lock Seals for the Western Australian Government Tender Board. July 12. E.S.B. 19917/62.*

Transformer for Roma Town Council. July 11. E.S.B. 19070/62.*

Circuit Breakers for The Electricity Commission of New South Wales. (Further Information). Closing date postponed to July 9. E.S.B. 10249/62.

Transformers for The Wide Bay-Burnett Regional Electricity Board. July 16. E.S.B. 19569/62.*

Diesel Electric Locomotives for Victorian Railways. July 18. E.S.B. 19062/62.*

Electrical Equipment for The Mackay Regional Electricity Board. July 18. E.S.B. 19258/62.*

Telephone Equipment for Cairns Regional Electricity Board. July 4. E.S.B. 18645/62.*

Construction of Callide Dam – (First Stage) for Queensland Irrigation and Water Supply Commission. Closing date late in October, 1962. (Advance Information). E.S.B. 19057/62.*

Department of Civil Aviation:

Frequency Shift Keyer Units. July 3. E.S.B. 19099/62.*
Airport Sound Recording Equipment. July 10. E.S.B. 19100/62.

Southern Electric Authority of Queensland:

Transformers. August 1. E.S.B. 19058/62.*
Isolating and Fault Throwing Switches and Associated Fittings. July 25. E.S.B. 18700/62.*

State Electricity Commission of Victoria:

Switchgear and Accessories. July 2. E.S.B. 18642/62.*
Electrical Equipment. July 9. E.S.B. 19730/62.*

Postmaster-General's Department:

Telecommunication Equipment. August 2. E.S.B. 19731/62.*
Computer. July 26. E.S.B. 19729/62.*
Tool Breakers; Drills and Rammers. July 12. E.S.B. 18640/62.*

Commonwealth Stores Supply and Tender Board:

Gang Slitting Machine. July 26. E.S.B. 19015/62.*
Coin Counting and Wrapping Machines. July 24. E.S.B. 18641/62.*
Coining Presses and Marking Machines. (Further Information). E.S.B. 17665/62.
Machine Tools. July 31. E.S.B. 19063/62*

BELGIUM

N.A.T.O. Infrastructure Contract. Construction of a Security Enclosure and Barrier for the Belgian Authorities. Apply by July 2. G.D. 877/62(37).

BURMA

Burma Purchase Board:

Tyres and Tubes. July 2. E.S.B. 19920/62.*
Switches. July 2. E.S.B. 19942/62.*
Belting. July 4. E.S.B. 19943/62.*
Blow Lamps. July 4. E.S.B. 19947/62.*
Emery Cloth and Sand Papers. July 2. E.S.B. 19948/62.*

CANADA

Turbines and Governors for Hydro-Quebec. July 30. E.S.B. 33196/60.

Spark Ignition Experimental Test Set for Purchasing Bureau, Winnipeg. July 3. E.S.B. 19228/62.*

Manitoba Institute of Technology:

Stroboscopes. July 4. E.S.B. 19704/62.*
Electrical Measuring Apparatus. July 4. E.S.B. 19701/62.*
Soil Testing Equipment. July 4. E.S.B. 19068/62.*
Surveyors' Equipment. July 4. E.S.B. 19067/62.*
Testing Machine. July 4. E.S.B. 19066/62.*
Steel Tape. July 4. E.S.B. 19065/62.*
Transformers. July 4. E.S.B. 19702/62.*
Electric Meters. July 4. E.S.B. 19703/62.*
Electric Meters. July 4. E.S.B. 19705/62.*
Electric Motors; Generating Sets; Voltammeters. July 4. E.S.B. 19706/62.*
Dynamometer. July 4. E.S.B. 19707/62.*
Electrical Equipment. July 4. E.S.B. 19708/62.*

EGYPT

Water Pumping Units for Cairo Water Administration. August 13. E.S.B. 19071/62.

General Organisation for Executing the Five Year Industrial Plan:

Refrigeration Plant. November 1. E.S.B. 19737/62.
Diesel Trucks. August 1. E.S.B. 19738/62.

Egyptian Railways:

Carriage Floor Compounds. July 4. E.S.B. 19234/62.
Ball Bearings. July 7. E.S.B. 19252/62.
Wire; Steel Rope. July 9. E.S.B. 19253/62.
Motor Trolley. July 11. E.S.B. 19254/62.
Track Sand Spreader. July 21. E.S.B. 19728/62.

EL SALVADOR

Copper Wire for La Proveeduria General de la Republica. July 5. E.S.B. 19798/62.

FORMOSA

Central Trust of China:

Raw Material of Paints and Lacquers. July 5. E.S.B. 19721/62.*
Transformers. July 6. E.S.B. 19724/62.*
Chlorinating Equipment; Platform Scales; Hoist. July 16. E.S.B. 19902/62.*
Control Valves. July 19. E.S.B. 19903/62.*
Tobacco Machinery. July 10. E.S.B. 19901/62.*
Electrical Equipment. July 5. E.S.B. 19723/62.*
Tobacco Threshing Equipment. July 5. E.S.B. 19072/62.*
Electron Tubes. July 5. E.S.B. 19733/62.*
Electrical Equipment. July 5. E.S.B. 19710/62.*
Communication Testing Equipment. July 5. E.S.B. 19711/62.*
Transformer. July 5. E.S.B. 19709/62.*

FRANCE

Cots for SHAPE, Paris. July 6. A limited number of tender documents available. E.S.B. 19938/62.*

(*Continued on next page*)

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Information for U.K. Exporters (*Continued*)

GREECB

Dental Equipment for Institute of Social Insurance. July 10. E.S.B. 19725/62.*

Electronics Part List for Ministry of Communications. July 14. E.S.B. 19726/62.*

Ministry of Trade:

Trailer Wagons. July 31. E.S.B. 19727/62.*

Mechanical Loaders. July 21. E.S.B. 19256/62.*

Tachymeters and Levels. July 3. E.S.B. 19257/62.*

Anti-Freeze Liquid. July 10. E.S.B. 19022/62.*

Printing Press. July 12. E.S.B. 19061/62.*

INDIA

Cable and Cable Boxes for The Fertilizer Corporation of India Limited. July 23. E.S.B. 19263/62.

Switching Stations and Booster Transformer Stations for Railway Electrification, Calcutta. September 20. E.S.B. 19054/62.

Erection of Transmission Lines Sub-Station for Maharashtra State Electricity Board. Closing date postponed to July 2. E.S.B. 14698/62.

Rope Drum Hoists for Workshop Division, Poona. July 7. E.S.B. 19779/62.

Chemicals for Haffkine Institute. July 2. E.S.B. 19778/62.*

Gas Plant for the Durapur Projects Ltd. (Further Information). Closing date postponed to July 14. E.S.B. 13998/62.

Switchgear for Punjab State Electricity Board. August 6. E.S.B. 19794/62.

Electrical Equipment for Chittaranjan Locomotive Works. September 3. E.S.B. 19749/62.

Steel Products for The Ministry of Railways. July 20. E.S.B. 19748/62.

Cables for Rihand Hydro Electric Design Directorate. August 1. E.S.B. 19236/62.

Transformers for Assam State Electricity Board. Tender documents now available for loan. E.S.B. 18677/62.*

Battery and Battery Charging Equipment for Bihar State Electricity Board. Tender documents now available. E.S.B. 15658/62.*

Haulage Equipment for Madras State Electricity Board. Closing date postponed to July 4. E.S.B. 17603/62.*

Pumps for Indian Refineries Ltd. Closing date not known. E.S.B. 19756/62.*

Heat Engine Laboratory Equipment for Regional Engineering College, Calicut. Tender documents now available. E.S.B. 18357/62.*

ION Exchange Systems for Atomic Energy Establishment, Trombay. July 5. E.S.B. 19780/62.

Hindustan Steel Limited:

Road Roller; Crawler Tractor; Water Tanker; Portable Air Compressor. July 6. E.S.B. 19750/62.

Construction Project. September 6. E.S.B. 19052/62.

Construction Project. September 10. E.S.B. 19053/62.

Southern Railway:

Crane. July 7. E.S.B. 19217/62.*

Crane. July 9. E.S.B. 19214/62.*

Hindustan Aircraft Ltd.:

Aluminium Ingots. July 3. E.S.B. 19207/62.

Trichloroethylene. July 10. E.S.B. 19208/62.

National Coal Development Corporation:

Crane. July 30. E.S.B. 19751/62.*

Shovel Loader. July 30. E.S.B. 19752/62.*

Cables. July 19. E.S.B. 19754/62.*

Mine Fans. July 27. E.S.B. 19055/62.*

Bus-Bar. Tender documents now available for loan. E.S.B. 17046/62.*

IRAN

Glues for the Iranian Tobacco Monopoly. July 29. E.S.B. 19786/62.*

Pumping Sets for Iran Sugar Corporation. July 2. E.S.B. 18319/62.*

Chemicals for Imperial Iranian Army. July 7. E.S.B. 19033/62.*

IRAQ

Distribution Sub-Stations for Ministry of Municipalities. July 31. E.S.B. 19284/62.

Water Plant for Gulbenkian Foundation. Tender documents now available. E.S.B. 18663/62.*

Iraqi Ports Administration:

Trucks. July 25. E.S.B. 19288/62.

Compressor Units. July 4. E.S.B. 19290/62.

The Dairy Administration:

Grinding and Mixing Machinery. Closing date not known. E.S.B. 19264/62.

Tractors. Closing date not known. E.S.B. 19266/62.

Vehicles. Closing date not known. E.S.B. 19265/62.

Agricultural Machinery and Implements. Closing date not known. E.S.B. 19281/62.*

Ministry of Defence:

Chemicals. July 4. E.S.B. 19271/62.*

Anchors; Balancing Gear. July 4. E.S.B. 19274/62.*

Canvas Water Tank; Water Hose. July 4. E.S.B. 19273/62.*

Circular Saw. July 4. E.S.B. 19269/62.*

Fuel Pumps and Accessories. July 23. E.S.B. 19272/62.*

KENYA

City Council of Nairobi:

Vehices. July 9. E.S.B. 19921/62.*

Sulphate of Alumina. July 9. E.S.B. 19922/62.*

KOREA

Printing Machinery for Office of Supply. July 10. E.S.B. 19740/62.*

KUWAIT

Ministry of Electricity and Water:

Sluice and Float Valves. July 11. E.S.B. 19081/62.*

Accessories for L.V. Overhead Lines. July 7. E.S.B. 19082/62.*

Overhead Line. August 26. E.S.B. 19085/62.*

NEW ZEALAND

Copper Cable for Dunedin City Corporation Electricity Dept. July 27. E.S.B. 18688/62.*

Transformer Bank for New Zealand Electricity Dept. July 31. E.S.B. 19201/62.*

General Post Office:

Insulating Sheet. July 13. E.S.B. 19250/62.*

Split Pins. July 16. E.S.B. 19251/62.*

Paper Tape. (Further Information). E.S.B. 17617/62.*

P.V.C. Cloth. July 10. E.S.B. 19203/62.*

Wire. July 17. E.S.B. 19202/62.*

Locks. July 18. E.S.B. 19204/62.*

Telephone Cable. July 18. E.S.B. 19205/62.*

Copper Wire. July 12. E.S.B. 19206/62 *

PAKISTAN

Voltage Regulators for Pakistan Telegraph and Telephone Directorate General. Closing date postponed to July 3. E.S.B. 17635/62.*

Pakistan Western Railway:

Pipes, Cocks and Hydrants. July 2. E.S.B. 19239/62.

Steel Boiler Tubes. July 12. E.S.B. 19238/62.*

Pakistan Eastern Railway:

Packing Asbestos. July 3. E.S.B. 19787/62.

Conduit Pipes and Fittings. July 2. E.S.B. 19716/62.

Helical Springs. July 12. E.S.B. 19243/62.*

Steel Hooks. July 14. E.S.B. 19244/62.*

Volute Springs. July 10. E.S.B. 19242/62.*

Springs. July 5. E.S.B. 19241/62.*

PERU

Railway Equipment for Peruvian Corporation Ltd. August 13. E.S.B. 19765/62.

PORTUGUESE EAST AFRICA

Centrifugal Motor Pump Sets for Ports, Railways and Transport Dept. August 31. E.S.B. 19245/62.

Passenger Buses and Spares for Lourenco Marques Municipality. Closing date extended to July 27. E.S.B. 18372/62.

PORTUGUESE WEST AFRICA

Civil Aviation Department:

Sound Recorder. July 4. E.S.B. 19299/62.

Radio Terminal. July 3. E.S.B. 19297/62.

Transmitter for Fixed Services. July 2. E.S.B. 19296/62.

Transmitter for Mobile Services. July 2. E.S.B. 19295/62.

Teleprinter Machines. July 4. E.S.B. 19300/62.

Steady-Frequency Radio Receiver. July 3. E.S.B. 19298/62.

RHODESIA AND NYASALAND

Surgical Instruments and Sundries for Central Buying Office – Ministry of Health. July 6. E.S.B. 19907/62.*

Tender Board, Rhodesia Railways:

Rails. July 11. E.S.B. 15934/62.*

Soleplates. July 11. E.S.B. 19034/62.*

Fishbolts and Nuts. July 11. E.S.B. 15936/62.*

Steel Fishplates. July 11. E.S.B. 15935/62.*

Fishbolt Washers. July 11. E.S.B. 15937/62.*

SINGAPORE

Switchgear for City Council of Singapore Electricity Dept. Closing date postponed to July 3. E.S.B. 17643/62.*

Pipe Fittings for City Council of Singapore Water Dept. July 10. E.S.B. 19036/62.*

SOUTH AFRICA

Switch Fuse and Plug Units for State Tender Board. July 6. E.S.B. 19050/62.*

Hand Tools for Cape Provincial Administration. July 6. E.S.B. 19773/62.*

Carbon Brushes for South African Railways. July 6. E.S.B. 19038/62.*

South West Africa Administration Tender Board:

Wood Telephone Pole Arms. July 17. E.S.B. 19770/62.*

Metal Arms for Wood Poles. July 17. E.S.B. 19771/62.*

Tubular Steel Poles. July 17. E.S.B. 19772/62.

Wire. July 10. E.S.B. 19766/62.*

Felt Washers. July 10. E.S.B. 19767/62.*

Stay Wire. July 17. E.S.B. 19769/62.*

Nuts Bolts and Washers. July 17. E.S.B. 19768/62.*

City of Johannesburg:

Water Measuring Meter. July 3. E.S.B. 19935/62.*

Switchboard Cubicles; Transformers. July 3. E.S.B. 19774/62.*

Switch Fuse and Isolator Units. July 3. E.S.B. 19775/62.*

SOUTH VIETNAM

Sports Equipment for Central Purchasing Authority. July 11. E.S.B. 19743/62.*

SUDAN

Construction Projects for Sudan Railways. July 4. E.S.B. 19248/62.*

SYRIA

Electric Plant for Five Year Industrial Plan. (Further Information). Closing date postponed to July 15. E.S.B. 2338/62.

THAILAND

Provincial Electricity Authority:

All Aluminium Conductor Accessories. July 6. E.S.B. 19789/62.*

Aluminium Electrical Conductors. July 3. E.S.B. 19026/62.

TUNISIA

Diesel Engines; Pumping Sets for Government of Tunisia. July 24. E.S.B. 19764/62.

TURKEY

Pails; Lanterns; Tents; Screens; Tables; Tank Trailers; Generators for Allied Land Forces, Southeastern Europe. July 6. E.S.B. 19776/62.*

Adhesive-Backed Paper for P.T.T. Genel Mudurlugu. July 2. Tender documents in Turkish available. E.S.B. 19056/62.*

UNITED STATES OF AMERICA

Bureau of Reclamation:

Switches. July 3. E.S.B. 19784/62.*

Switches; Fuses; Transformers. July 2. E.S.B. 19783/62.*

Bonneville Power Administration:

Structural Steel. Closing date postponed indefinitely. (Further Information). E.S.B. 27309/61.

Transformers. Closing date postponed indefinitely. Tender documents available for loan. (Further Information). E.S.B. 27062/61*

(*Continued on page* 1396)

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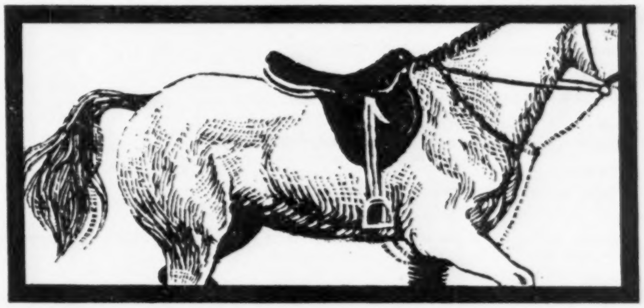

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Information for U.K. Exporters *(Continued)*

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Australia

Agency inquiry for knitwear. (E.S.B. 18875/62.)
Inquiry for steel tubes; ducting. (E.S.B. 18466/62.)
Manufacture under licence – light engineering products. (E.S.B. 18715/62.)
Manufacture under licence – paints; surface treatments. (E.S.B. 19198/62.)
Manufacture under licence – spare parts; small tools. (E.S.B. 23928/61.)
Reference to the Special Advisory Authority. (C.R.E. 4382/62.) (C.R.E. 3513/62.)

Austria

Market report on metallurgical furnaces. (E.S.B. 17102/62.)

Bolivia

Inquiry – re-equipment of cement and asbestos cement factory. (E.S.B. 19446/62.)

Burma

Inquiry for machine tools; gauges. (E.S.B. 19307/62.)

Canada

Agency inquiry for foodstuffs. (E.S.B. 19335/62.)
Inquiry for cycle components and accessories. (E.S.B. 18460/62.)
Inquiry for surgical fabric. (E.S.B. 17766/62.)
Inquiry for sound-operated telephone systems; communication equipment. (E.S.B. 18964/62.)

Colombia

Inquiry for resin reaction equipment. (E.S.B. 18500/62.)

Congo Republic (Leopoldville)

Inquiry for woodworking machinery and equipment. (E.S.B. 18523/62.)

Cuba

Overdue commercial debts. (C.R.E. 1702/G/10).

Ecuador

Inquiry for port equipment. (E.S.B. 14586/62.)

Egypt

Inquiry for iron and steel pilot plant. (E.S.B. 18850/62.)

El Salvador

Market report on water pumps. (E.S.B. 16095/62.)

Fiji

Agency inquiry for foodstuffs; farm ironmongery; toilet articles; piece-goods; domestic goods; footwear. (E.S.B. 18974/62.)

Finland

Agency inquiry for druggist's sundries. (E.S.B. 19320/62.)
Agency inquiry for butter wrapping machinery and separators. (E.S.B. 19527/62.)

Formosa

Industrial development. (E.S.B. 16884/62.)

France

Agency inquiry for mining machinery and equipment. (E.S.B. 19152/62.)

Germany (Federal Republic)

Agency inquiry for vehicle components. (E.S.B. 18936/62.)
Economic report May 28-June 3, 1962. (C.R.E. 1479/G.)

Greece

Inquiry for raw materials and machinery for the manufacture of ballpens; stationeries. (E.S.B. 17737/62.)

Hong Kong

Agency inquiry for piece-goods; knitwear; hosiery; blankets; department store dry goods. (E.S.B. 19178/62.)

Italy

Agency inquiry for wall coverings; floor coverings; interior fittings; domestic electrical appliances; carpets – further information. (E.S.B. 16048/62.)
Agency inquiry for clothing. (E.S.B. 19376/62.)
Agency inquiry for oil stoves. (E.S.B. 19108/62.)
Agency inquiry for fancy goods; jewellery; toilet and gift articles; fancy packing paper. (E.S.B. 19302/62.)
Agency inquiry for household textiles; woollen and cotton piece-goods; yarns; department store goods. (E.S.B. 19334/62.)
Agency inquiry for textiles; rainwear; haberdashery. (E.S.B. 19421/62.)

Jamaica

Inquiry in respect of foodstuffs and beverages for new hotel. (E.S.B. 31101/60.)

Kenya

Agency inquiry for sewing threads and yarns; knitting machinery and accessories; iron and steel; piece-goods; clothing; confirming house. (E.S.B. 19141/62.)

Libya

Inquiry for oil stoves. (E.S.B. 19352/62.)

Luxembourg

Agency inquiry for refrigerators. (E.S.B. 19346/62.)

Netherlands

Inquiry for starters for fluorescent lights. (E.S.B. 19374/62.)

Nicaragua

Market report on water pumps. (E.S.B. 14479/62.)

Norway

Agency inquiry for nylon stockings; men's and children's fancy socks. (E.S.B. 19457/62.)
Inquiry for corsetry. (E.S.B. 16935/62.)

Pakistan

Inquiry for machinery. (E.S.B. 18713/62.)
Inquiry for machine tools; electric motor. (E.S.B. 16449/62.)

Panama

Market report on food processing machinery. (E.S.B. 17898/62.)

Portugal

Agency inquiry for textile machinery; chemicals; electrical materials. (E.S.B. 19185/62.)
Agency inquiry for photographic equipment and accessories. (E.S.B. 18918/62.)
Inquiry for chemicals for textiles. (E.S.B. 19163/62.)

South Africa

Agency inquiry for metal window and door fittings. (E.S.B. 18424/62.)
Orange river development project – further information. (E.S.B. 2465/61.)

Soviet Union

Economic report, April 1962. (C.R.E. 1343/60.)

Spain

Agency inquiry for machinery and plant. (E.S.B. 19199/62.)

Sweden

Agency inquiry for air conditioners. (E.S.B. 19544/62.)
Agency inquiry for high speed drills and taps. (E.S.B. 19340/62.)
Agency inquiry for knitwear. (E.S.B. 14045/62.)
Agency inquiry for machine tools. (E.S.B. 19323/62.)
Agency inquiry for zinc stampings. (E.S.B. 18929/62.)
Inquiry for machinery for food industry; brewery equipment. (E.S.B. 19104/62.)

Switzerland

Agency inquiry for drapery and upholstery fabrics. (E.S.B. 9526/62.)
Inquiry for stone-cutting saws. (E.S.B. 17899/62.)

United States of America

Agency inquiry for scientific instruments. (E.S.B. 18798/62.)
Agency inquiry for toys; metal paint boxes – further information. (E.S.B. 11326/62.)
Agency inquiry for furniture – further information. (E.S.B. 14516/62.)
Inquiry for tea; tea caddies; canisters; table mats. (E.S.B. 18427/62.)
Inquiry for chemicals. (E.S.B. 18492/62.)
Inquiry for foodstuffs. (E.S.B. 18877/62.)
Inquiry for canned foodstuffs. (E.S.B. 18474/62.)
Inquiry for inflatable rubber hose. (E.S.B. 10477/62.)
Inquiry for marine equipment; floor covering; plumbing and builders supplies; store display fittings; glass. (E.S.B. 18891/62.)
Inquiry for knitwear; ties; leather cases; clothing accessories. (E.S.B. 14500/62.)
Inquiry for hair wigs; hair brushes; beauty salon merchandise. (E.S.B. 19585/62.)
Inquiry for silverware for restaurant. (E.S.B. 18888/62.)
Hydro-electric project (advance information). (E.S.B. 18985/62.)

Uruguay

Market report on water pumps. (E.S.B. 13895/62.)

Yugoslavia

Amendments to Import Regulations. (C.R.E. 1906/61.)

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Schedule of Categories

THE AUSTRALIAN Department of Customs and Excise has issued a copy of the Schedule of Categories, revised to April 2, 1962, giving particulars of goods which remain subject to import licensing controls.

The Schedule is reproduced below and incorporates all amendments made to the former Schedule (published in the *Board of Trade Journal* on July 7, 1961, page 46) up to and including March 29, 1962.

Goods which may be imported under Bank C.16 are prefixed†.

Category Item	Short description	Licensing treatment
Bank A.39	Secondhand and/or disposals machinery and equipment and parts	Adm.
Bank C.2	Parts and materials for use in the manufacture of umbrellas	Z
Bank C.3	Materials imported by and for use solely in industrial production by institutions for the blind	Z
Bank C.4	Articles for use in the public and private practice of religion	Z
Bank C.7	Materials (other than leather and rubber) for the boot and shoe industry	A
Bank C.12	Materials for the manufacture of artificial flowers	R
Bank C.13	Materials used in the manufacture of corsetry	A
Bank C.16	Textiles and related goods for use in the manufacture of apparel, etc.	A
ex 51 C	Tuna	R*
ex 51 C	Salmon and sardines	R*
ex 51 C	Balance	R*
	*Grouped.	
ex 104 A	Close weave canvas 7 ozs. per sq. yard or under	R
	(Grouped with ex 104 C 1 Fabric of duck weaves (except plain sheeting weighing more than 7 ozs. per sq. yard for use as bed sheeting or pillow casing), 104 C 2 Fabric of duck weaves, 104 C 3 Fabric of duck weaves, ex 104 G 3 Open weave canvas, ex 105 D 1 a Fabrics of duck weave (except twill weave), ex 105 M Linen plain or matt duck weaves, ex 128 B Hemp fabrics – matt weaves and 129 B 1 a.)	
†ex 104 A 1	Sheeting weighing not less than 4 ozs. per sq. yard	B
†ex 104 A 3	Twill sheeting	B
†ex 104 A 3	Balance	B
†ex 104 B 1 a	Crimped textile fabrics	B
†ex 104 B 1 a	Printed textile fabrics, other	B
†ex 104 B 1 b	Crimped textile fabrics	B
†ex 104 B 1 c	Drills, dungarees, jeans	B
†ex 104 B 2	Denims	B
†ex 104 B 2	Drills, dungarees, jeans – printed	B
†ex 104 B 2	Drills, dungarees, jeans – dyed or coloured	B
†ex 104 B 2	Drills, dungarees, jeans – balance	B
†ex 104 B 2	Other – printed	B
†ex 104 B 2	Other – dyed or coloured	B
†ex 104 B 2	Other – balance	B
ex 104 C 1	Fabric of duck weaves (except plain sheeting weighing more than 7 ozs. per sq. yard for use as bed sheeting or pillow casing)	R*
ex 104 C 2	Fabric of duck weaves	R*
ex 104 C 3	Fabric of duck weaves	R*
	*(Grouped with ex 104 A Close weave canvas 7 ozs. per sq. yard or under, ex 104 G 3 Open weave canvas, ex 105 D 1 a Fabrics of duck weave (except twill weave), ex 105 M Linen plain or matt duck weaves, ex 128 B Hemp fabrics – matt weaves and 129 B 1 a.)	
† 104 E	Bed tickings	B
†ex 104 F	Printed fabrics	B
†ex 104 G 3 a	Denims – printed	B
†ex 104 G 3 a	Denims – dyed or coloured	B
†ex 104 G 3 a	Drills, dungarees, jeans – printed	B
†ex 104 G 3 a	Drills, dungarees, jeans – dyed or coloured	B
†ex 104 G 3 a	Balance – crimped	B
†ex 104 G 3 a	Balance – printed	B
†ex 104 G 3 b	Drills, dungarees, jeans	B
†ex 104 G 3 b	Balance – crimped	B
†ex 104 G 3 c	Drills, dungarees, jeans	B
ex 104 G 3	Open weave canvas	R
	(Grouped with ex 104 A Close weave canvas 7 ozs. per sq. yard or under, ex 104 C 1 Fabric of duck weaves (except plain sheeting weighing more than 7 ozs. per sq. yard for use as bed sheeting or pillow casing), 104 C 2 Fabric of duck weaves, 104 C 3 Fabric of duck weaves, ex 105 D 1 a Fabrics of duck weave (except twill weave), ex 105 M Linen plain or matt duck weaves, ex 128 B Hemp fabrics – matt weaves and 129 B 1 a.)	
†ex 105 A	Furnishing fabrics other than moquettes	B
† 105 B 2 a	Net textile fabrics containing man-made fibres	B
†ex 105 B 2 b 1	Printed net textile fabrics	B
†ex 105 D 1 a	Linings – dyed or coloured	B
†ex 105 D 1 a	Linings – other	B
†ex 105 D 1 a	Taffetas – dyed or coloured	B
†ex 105 D 1 a	Taffetas – other	B
†ex 105 D 1 a	Shirtings – printed	B
†ex 105 D 1 a	Shirtings – dyed or coloured	B
†ex 105 D 1 a	Shirtings – other	B
†ex 105 D 1 a	Balance – printed	B
†ex 105 D 1 a	Balance – dyed or coloured	B
ex 105 D 1 a	Fabrics of duck weave (except twill weave)	R
	(Grouped with ex 104 A Close weave canvas 7 ozs. per sq. yard or under, ex 104 C 1 Fabric of duck weaves (except plain sheeting weighing more than 7 ozs. per sq. yard for use as bed sheeting or pillow casing), 104 C 2 Fabric of duck weaves, 104 C 3 Fabric of duck weaves, ex 104 G 3 Open weave canvas, ex 105 M Linen plain or matt duck weaves, ex 128 B Hemp fabrics – matt weaves and 129 B 1 a.)	
†ex 105 D 1 a	Balance – other, excluding moquettes	B
†ex 105 D 1 b	Bed tickings	B
†ex 105 D 1 b	Balance – of man-made fibres	B
† 105 D 1 c	Bed tickings	B
† 105 D 2 a	Printed silk piece-goods	B
† 105 D 4	Piece-goods of man-made fibres	B
ex 105 D 5	Nylon tyre cord fabric	Adm.
†ex 105 F	Worsted piece-goods	B
†ex 105 F	Balance – woollen piece-goods excluding bunting and card cloth for manufacture of card clothing	B
† 105 M 1	Bed tickings	B
ex 105 M	Linen plain or matt duck weaves	R
	(Grouped with ex 104 A Close weave canvas 7 ozs. per sq. yard or under, ex 104 C 1 Fabric of duck weaves (except plain sheeting weighing more than 7 ozs. per sq. yard for use as bed sheeting or pillow casing), 104 C 2 Fabric of duck weaves, 104 C 3 Fabric of duck weaves, ex 104 G 3 Open weave canvas, ex 105 D 1 a Fabrics of duck weave (except twill weave), ex 128 B Hemp fabrics – matt weaves and 129 B 1 a.)	
† ex 105 M	Plain or matt duck weaves containing man-made fibres	B
† 106 E 2	Metal buckles, etc., for attire	B
† 106 F 2	Buttons – plastic	B
† 106 F 3	Buttons – animal and vegetable	B
† 106 F 4	Buttons – other	B
† 107 A	Woven tubular tie material	B
† 107 B	Woven labels, badges, etc.	B
† 107 D 1	Waterwaved ribbons	B
† 107 D 2	Fabrics consisting of warp without weft assembled by means of adhesive	B
† 107 D 6 a	Of man-made fibres	B
† 107 D 6 c	Other	B
109	Artificial flowers, etc.	R
110 A 1	Overcoats and suits for men and boys	B
110 A 2	Knickers, coats and vests	B
110 A 3 a	Blouses or skirts	B
110 A 3 b	Blouses or skirts	B
110 A 3 c	Blouses or skirts	B
110 A 4	Coats for women and girls	B
110 A 5 a	Costumes, dresses, etc.	B
110 A 5 b	Costumes, dresses, etc.	B
110 A 5 c	Costumes, dresses, etc.	B
ex 110 B 1	Underwear	B
ex 110 B 1	Balance – blouses, skirts and bathing costumes	B
ex 110 B 2	Knitted twinsets	B
ex 110 B 2	Balance – coats, jumpers, etc.	B
110 B 3	Costumes, dresses and robes, n.e.i.	B
110 C	Corsets	B
ex 110 D	Brassieres, including those partly made-up	B
ex 110 D	Balance, but not including industrial protective clothing such as aprons, gaiters and spats of asbestos	B
ex 110 H	Knitted shirts including T-shirts	B

(*Continued on next page*)

Australia (*Continued*)

Category Item	Short description	Licensing treatment
ex 110 H	Balance – other shirts, etc.	B
115 E	Women's and girls' stockings	B
ex 115	Balance – socks and stockings, n.e.i.	B
116 C	Umbrellas, parasols and sunshades of the type carried as personal effects	B
116 D	Umbrellas, etc. – other	B
116 E 4	Umbrella parts – other	Bank C.2
† 117 A	Cotton blankets and blanketing	B
†ex 117 B	Balance – Blankets, etc., excluding blankets for use in printing machines	B
† 120 B 1	Cotton or linen handkerchiefs	B
† 120 C 5	Towels and towelling	B
† 124 C	Narrow woven fabrics	B
†ex 128 B	Hemp fabrics containing less than 20% of man-made fibres	B
ex 128 B	Hemp fabrics – matt weaves (Grouped with ex 104 A Close weave canvas 7 ozs. per sq. yard or under, ex 104 C 1 Fabric of duck weaves (except plain sheeting weighing more than 7 ozs. per sq. yard for use as bed sheeting or pillow casing), 104 C 2 Fabric of duck weaves, 104 C 3 Fabric of duck weaves, ex 104 G 3 Open weave canvas, ex 105 D 1 a Fabrics of duck weaves (except twill weave), ex 105 M Linen plain or matt duck weaves.)	R*
129 B 1 a	Jute fabrics – matt weaves *Grouped.	R*
† 130 B	Knitted or lockstitched fabrics wholly of wool	B
ex 139 A 1	Aluminium ingots (Grouped with ex 139 A 2 Aluminium alloy ingots.)	Adm.
ex 139 A 1	Balance – other unwrought aluminium	Adm.
ex 139 A 2	Aluminium alloy ingots (Grouped with ex 139 A 1 Aluminium ingots.)	Adm.
ex 139 A 2	Balance – other unwrought aluminium alloys	Adm.
139 A 3	Aluminium and aluminium alloy waste and scrap	Adm.
ex 139 B 1	Aluminium strip and aluminium alloy strip for use in the manufacture of venetian blinds (Grouped with ex 139 B 2 Aluminium alloy strip not included in 139 B 1 for use in the manufacture of venetian blinds and 208 P.)	A
ex 139 B 1	Aluminium wire of solid section (Grouped with ex 139 B 1 Aluminium bars, rods, angles, etc.)	Adm.
ex 139 B 1	Aluminium alloy wire of solid section (Grouped with ex 139 B 1 Balance – Aluminium bars, rods, angles, etc., and ex 139 B 2 Balance – Aluminium bars, rods, angles, etc.)	Adm.
ex 139 B 1	Aluminium bars, rods, angles, etc. (Grouped with ex 139 B 1 Aluminium wire of solid section.)	Adm.
ex 139 B 1	Balance – Aluminium alloy bars, rods, angles, etc. (Grouped with ex 139 B 1 Aluminium alloy wire of solid section, ex 139 B 2 Balance – Aluminium alloy, bars, rods, angles, etc.)	Adm.
ex 139 B 2	Aluminium alloy strip not included in 139 B 1 for use in the manufacture of venetian blinds (Grouped with ex 139 B 1 Aluminium strip and aluminium alloy strip for use in the manufacture of venetian blinds and 208 P.)	A
ex 139 B 2	Balance – Aluminium alloy bars, rods, angles, etc. (Grouped with ex 139 B 1 Aluminium alloy wire of solid section and ex 139 B 1 Balance – Aluminium alloy bars, rods, angles, etc.)	Adm.
ex 176 A	Bearings of sizes equivalent to the range listed in L.I. 1958/84 and L.I. 60/51	Adm.
ex 176 A	Balance – other roller and ball bearings	A
181 A	A.C. watt-hour meters	A
208 P	Aluminium alloy strip 'S' shaped (Grouped with ex 139 B 1 Aluminium strip and aluminium alloy strip for use in the manufacture of venetian blinds and ex 139 B 2 Aluminium alloy strip not included in 139 B 1 for use in the manufacture of venetian blinds.)	A
ex 219 D	Spirit levels, other than bubble levels of plastic, admissible under Tariff Item 449	R*
ex 219 D	Spirit levels, other – but not including bubble levels of plastic	R*
ex 219 F	Files and rasps when admissible under Tariff Item 449	R*
ex 219 F	Files and rasps – other *Grouped.	R*
231 D 1	Water colours in tubes	R
ex 237	Insulators	Adm.
ex 241 B 1	Decorative householdware (e.g. vases, ornaments, etc., ordinarily used for decorative purposes in the household)	B
ex 241 B 1	Balance – other chinaware, etc. – translucent	B
ex 241 B 2	Decorative householdware (e.g. vases, ornaments, etc., ordinarily used for decorative purposes in the household)	B
ex 241 B 2	Balance – other chinaware, etc. – not translucent	B
ex 241 C	Recessed fittings for use with wall tiles	A
ex 241 C	Balance – Sanitary earthenware	A
242 B	Plain clear sheet glass	R
244 A 1	Lenses, n.e.i.	R
244 B	Bifocal, multi-focal and single vision lenses	R
291 M	Plywood	R
ex 309 D	Decorative householdware (ornaments, etc.) of brownware, chinaware, earthenware, parianware, porcelainware and stoneware	B
ex 310 B	Dolls of any materials, dressed	B
ex 310 B	Dolls of any materials, undressed	B
ex 310 B	Toys, mechanical, of any materials	B
ex 310 B	Toys, other, constructed mainly of textiles	B
ex 310 B	Toys, other, constructed mainly of metal	B
ex 310 B	Toys, other, constructed mainly of wood	B
ex 310 B	Toys, other, constructed mainly of rubber	B
ex 310 B	Toys, other, constructed mainly of plastic	B
ex 310 B	Balance – other toys	B
317 B 1	Telescopic sights for weapons	R
320 D	Projection lenses	R
321 A 1	Gold or silver spectacles	B
321 A 2	Rolled gold, etc., spectacles	B
321 A 3	Spectacles, n.e.i.	B
321 B	Magnifying glasses, etc.	R
321 C 2	Rolled gold, etc., spectacle frames	B
321 C 3	Spectacle frames, n.e.i.	B
ex 327	Goods for which the licensing treatment under their substantive item is Exempt	Exempt
ex 327	Balance – other piece-goods for boots, shoes and slippers.	Bank C.7
329 A 3	Thong sandals	R*
329 A 4	Plastic and/or rubber footwear	R*
329 B 2	Leather footwear.	R*
329 B 3	Footwear with outer soles of rubber, plastic, etc.	R*
ex 329	Balance – other footwear and parts *Grouped.	R*
ex 331 B	Elastic having width or diameter not exceeding 2 inches	R*
ex 331 B	Balance – other elastic rubber thread and hard rubber *Grouped.	R*
ex 358 B	Goods for which the licensing treatment under their substantive item is Exempt	Exempt
ex 358 B	Balance – other aircraft parts	Adm.
ex 360 D	Secondhand and/or disposals motor vehicles covered by Statistical Items 49040, 49050, 49060 and 49090	Bank A.39
ex 368 A 1	Polyvinyl chloride pure polymer	R*
ex 368 A 1	Synthetic resins and moulding compounds of the vinyl chloride type in any polymerized or co-polymerized form (other than P.V.C. pure polymer) except when specially prepared for the manufacture of sound reproduction discs	R*
368 B 1	Synthetic resins and moulding compounds of the styrene type in any polymerized or co-polymerized form	R*
368 D 1	Synthetic resins and moulding compounds of polyethylene *Grouped.	R*
ex 370	Goods for which the licensing treatment under their substantive item is Exempt	Exempt
ex 370	Balance – other goods for Government Departments	Adm.
ex 376 A	Baskets, other than workmen's baskets of rush or straw	B
ex 376 C	Travel goods, handbags, wallets, boxes, cases, etc., n.e.i. (not being fancy boxes imported empty and used as containers for jewellery, hair and cloth brushes)	B
ex 382	Rollfilm box type cameras	Adm.
ex 382	Flash guns other than electronic flash units, projectors, slide viewers	R*
ex 382	Mounted lenses and filters	R*
ex 382	Balance – Cameras, other etc., but not including reproduction cameras used by the lithographic, cartographic and process engraving trade *Grouped.	R*
390 A 5 a	Acetate rayon strip	Adm.*
390 A 5 b	Other strip of man-made fibres	Adm.*
ex 392 G	Acetate rayon yarns 60 denier and under	Adm.*
ex 392 G	Acetate rayon yarns over 60 denier	Adm.*
ex 392 G	Yarns – viscose, or chiefly of viscose, other than spun, 60 denier and under but not including viscose rayon tyre yarn	Adm.*
ex 392 G	Yarns – viscose, or chiefly of viscose, other than spun, over 60 denier, but not including viscose rayon tyre yarn	Adm.*
ex 392 G	Balance – other yarns of man-made fibres, but not including viscose rayon tyre yarn *Grouped.	Adm.*
419 D 3	Hypodermic needles	R*
419 H	Dental units *Grouped.	R*
ex 427 C	Figures of brownware, earthenware, porcelainware and the like ordinarily used in the household	B
449	Goods admitted under By-law	According to substantive item

Import Licensing Changes (Ball Bearings)

THE AUSTRALIAN Department of Trade has announced that as from June 1, 1962 ball bearings within the following range have been removed from Category A and will henceforth be licensed on an Administrative basis: L012, L015, L040, L045, M020, M025, LE4, LE5, LE6, LE8 and ME8.

The range quoted above is the Australian (Echuca) bearing number. Import licences issued in future against Category A quotas can no longer be used to import bearings equivalent to these numbers. Existing Category A quotas may be used to import bearings (equivalent to these numbers) which were in direct transit to Australia on June 1, 1962. In the terms of Australian Customs General Order 257A, goods are to be regarded as in transit to Australia at the date on which they leave the factory or warehouse for direct shipment to Australia.

For ball bearings subject to Administrative control the Australian Department of Trade will be prepared to consider applications for licences where such applications are supported by satisfactory evidence that the bearings involved are not available from local production.

International Monetary Fund Report

The International Monetary Fund have published a booklet: 'Thirteenth Annual Report on Exchange Restrictions 1962.' Inquiries about obtaining copies should be directed to the International Monetary Fund, Washington, D.C., United States.

Australia (*Continued*)

References to the Tariff Advisory Committee

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Advisory Committee the following matters:

The rates of duty now applicable under:

(a) *Tariff Item* 284(B) to Triple Antigen Vaccine;
(b) *Tariff Item* 359(D)(4) to Bearings and Bushings for use as original equipment in the assembly or manufacture of motor vehicles;
(c) *Tariff Item* 176(E)(3) to Washing machines, laundry, in which the diameter of the inner cylinder exceeds 48 inches or the length of the inner cylinder exceeds 100 inches;
(d) *Tariff Item* 176(E)(3) to Washing machines, laundry, of any type and irrespective of size, in which the cylinder does not revolve in the detergent liquor and in which the detergent liquor is brought into contact with the load by means of scoops embodied in the cylinder;
(e) *Tariff Item* 219(B) to Strippers, wire, similar in appearance to pliers used solely for removing insulation from covered wire;
(f) *Tariff Item* 237 to Bushings, condenser type, suitable for use at voltages below 15,000;
(g) *Tariff Items* 180(F) and 206(A) to Stroboscopes and lamps designed to determine ignition timing and distributor ignition advance on internal combustion engines;
(h) *Tariff Item* 135(F)(2) to Hoop and Strip, stainless steel, whether plain, polished, plated or decorated;
(i) *Tariff Item* 136(F)(3) to Hoop and Strip, galvanized.

The Tariff Advisory Committee will meet to consider the above mentioned matters in Canberra on a date to be announced later.

The Tariff Advisory Committee (which should not be confused with the Tariff Board) is a small committee constituted as follows: Chairman, a nominee of the Department of Customs and Excise; Members, one nominee of importing interests (the Director of the Australian Association of British Manufacturers), one nominee of the Associated Chambers of Manufacturers of Australia.

The Committee meets occasionally to consider certain tariff questions referred to it by the Minister, and to make recommendations.

Any United Kingdom firm or trade association who consider that their interests are involved, and who wish to make their views known to the Committee, should communicate either with the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Reference C.R.E. 417/G), or with the Secretary of the London office of the Australian Association of British Manufacturers, 42 Leicester Square, London, W.C.2.

Reference to the Special Advisory Authority

DETAILS were given in the *Board of Trade Journal* of March 2, 1962 (page 472), of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of terry towels and towelling as classifiable under Tariff Item 120 (C) (5) and infants' diapers, ready for use, of terry towelling or similar fabrics of cotton or in chief part by weight of cotton classifiable under Tariff Item 122 (A).

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
		Per cent.	*Per cent.*	*Per cent.*
120	(C) TOWELS AND TOWELLING, viz.: (5) Terry towels, cut or uncut; towels, other, cut or uncut; towelling, including terry towelling and similar terry fabrics, in the piece whether or not defined for cutting up . . *ad val.*	17½	55	55
122	(A) TEXTILE ARTICLES, n.e.i., including materials cut into shape therefor *ad val.*	20	42½	42½
			Primage duty	
	ad val.	5	10	10

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian Association of British Manufacturers, 42 Leicester Square, London, W.C.2. (Telephone: Whitehall 5072.)

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Extn. 2840 or 3145) quoting reference No. C.R.E. 4099/62.

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
British Commercial Representatives Overseas	27 April 1962
Board of Trade Departments . . .	30 Sept. 1960
Board of Trade, Regional Controllers . .	4 May 1962
E.C.G.D. Local Offices	14 July 1961
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	12 Jan. 1962
U.S. Consular Offices in the U.K. . .	21 July 1961

Reprints of the 'Directory of Board of Trade Departments and Their Work' which appeared in the *Board of Trade Journal* on April 8, 1960, are obtainable from H.M. Stationery Office, price 1s. 0d. (by post 1s. 2d.).

New Business in Australia..

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

The Bank of Adelaide

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11 LEADENHALL STREET LONDON EC3
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CHILE

Amendments to Import List

THE CHILEAN import regulations were amended in January this year when several items were removed from the list of Permitted Imports. Details of the changes were published in the *Board of Trade Journal* of February 2 (page 245). Further amendments have recently been announced by the Chilean authorities as a result of which the import of the following items into the Central zone of Chile is now permitted:

Section	Group	Item	Percentage of Surcharge
II	5	Lignum vitae	5
	6	Peat (sphagnum and Corex) unprocessed, without additives	5
IX	45/53	Basic raw materials in powder, sheets or granules, for the plastic industry:	
		Polystyrene, for general use	100
		Polystyrene, high impact	5
		Polystyrene, with fusion point of over 79°C.	5
IX	46	Donnatal Exentabs, in bulk	5
		Metotrexate, tablets in bulk	5
		Thio Tepa, parenteral, in bulk	5
		Metotrexate, parenteral, in bulk	5
		Leucovrin injections, in bulk	5
		Spironolactone, in tablets in bulk	5
		Combinations, in paste form, of blood pressure products and vitamins, in gelatine capsules, in bulk	5
		Mixtures of drugs and chemical products in containers of over 5 Kg. for use in making pharmaceutical specialities, except those which contain more than 20% of chemical products which figure on the Prohibited List	20
X	57/58	Stapling machines for office use	200
		Automatic page-numbering machines	100
		Pencil sharpeners for office use	200
XI	59	Cars for transporting minerals of the 'GRANBY' type, 4 and 6 metre capacity, with hydraulic tipping system, compressed air brakes and mechanism for automatically cleaning off ores and ice	5
XI	66	Lorries with special bodies for the mining or constructional industry: lorries for transporting liquid gas and refrigeration lorries	5
XIII	79	Ribbons, wires and unused discs for sound recording	10

The following should be added to the list of Prohibited Imports:

Section	Group	
XIII	79	Electronic tubes for radio-communication, etc.: add the following tube numbers: 5U4GB (5U4G), 6BF6, 6GG6, 12AD6, 12AF6, 12AQ5, 12X4, 6AW8A, 6AX4GT, 6BZ6 and 6DT6.

Amendments to Import Procedure

THE CENTRAL BANK of Chile has announced that with effect from June 16 import deposits will be reintroduced for virtually all imports into Chile, other than those of State organizations. Details of the deposit rates, which it is understood will vary from 10 per cent. to 1,000 per cent., will be published as soon as they are available.

The cash deposits equivalent to the tax surcharges which were formerly payable (see *Board of Trade Journal* of February 2, page 249) will no longer be levied.

JAMAICA

Further Import Licensing Arrangements

THE LIST of exceptions to the Jamaica Open General Licence (published in the *Board of Trade Journal* on April 28, 1961, page 1044) is further amended by the addition of the following items:

63. Straw goods.
64. Earthenware pipes.
65. Mechanical equipment for the cutting, reaping or loading of sugar cane.

Any inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 378.)

BRITISH GUIANA

Further Import Licensing Arrangement

THE LIST of exceptions to the British Guiana Open General Licence (published in the *Board of Trade Journal* on March 6, 1959, page 599) is further amended by the addition of the following:

Cabbages

Any inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Extn. 378.)

MEXICO

Import Licensing

BY DECREES published in the Mexican *Diario Oficial* on, and effective from, the dates stated, the following goods were made subject to prior import licence.

Tariff No.	*Description*
Published May, 30, 1962.	
880.03.12	Lineal measures of iron or steel up to 3 metres in length.
Published May, 31, 1962.	
681.03.99	Cloth or netting, of copper or copper alloy wire, n.s.m.
741.00.02	Endless belts for machines, of copper or copper alloy cloth, more than 150 cm. in width.
762.00.52	Air brakes and their separate parts, provided that they are identifiable as being exclusively for use in automobiles (restriction does not include brake linings and rivets).
Published June 2 1962.	
742.02.10	Drills of iron or steel, with or without metallic reinforcements based on tungsten carbide, except for those included under headings 742.02.08 and 742.02.09.

Tax Exemption for New Industries

THE MEXICAN *Diario Oficial* of May 30, 1962 and June 1, 1962 published General Declarations under the Law for the Encouragement of New and Necessary Industries granting tax exemptions for the manufacture of railway express cars and express mail cars (*carros-express y express-correo, para ferrocarril*) and railway guards' vans (*carros-cabús para ferrocarril*) respectively. These industries are declared to be new and basic ones and exemptions will be granted for ten years.

Exemptions from payment of import duties (100 per cent.), stamp tax (100 per cent.), sales tax (100 per cent.) and income tax (40 per cent. for the first seven years, 20 per cent. for the eighth and ninth years and 10 per cent. for the tenth year) will be granted to interested firms subject to their compliance with the following requirements:

(a) They must maintain the capital structure of their company in such a form that it does not affect the net balance of payments of the country by the exportation of foreign exchange in the form of royalties, technical services, patent rights, interests, etc.

(b) Payments abroad in connexion with the purchase or use of patent rights, trade marks, technical assistance, etc., whether in the form of royalties, participation in production, sales or profits, in interests or under other names, whether in cash, in stock or in credit, will be limited to the percentage of sales which the Mexican authorities will determine.

(c) The employment of foreign personnel in direct productive activities is limited to one individual and to the first year of the concession; foreign personnel may be employed in other activities for not more than two years. Any foreigners employed are required to train at least two Mexicans to take over their duties when the period of their employment expires.

(d) Total payments to foreign personnel in respect of salaries, honoraria, bonuses, services, etc. must not exceed 20 per cent. of the total wages bill for all personnel engaged in the activity for which the exemptions are granted.

(e) The firm must comply with the standards of quality which the Mexican authorities may issue.

British Commercial Representatives in Managua and Kansas City

THE INFORMATION concerning Kansas City and Managua, Nicaragua, contained in the list of British Commercial Representatives Overseas published in the *Board of Trade Journal* on April 27 should now be amended as follows:

NICARAGUA. – Mr. P. M. Johnston, H.M. Ambassador and Consul-General, British Embassy, Apartado 13, Managua. (Tel.: 5301.2.)

KANSAS CITY (C.). – Mr. G. C. Littler, T.D., Consul, Room 1420, Commerce Trust Building, 922 Walnut Street, Kansas City 6, Missouri. (Tel.: GRand 1-1644/5.)

EFTA's Foreign Trade

'EFTA's Foreign Trade', issued by the Secretariat of the European Free Trade Association, deals with the period July 1, 1960—June 30, 1961, EFTA's first year of operation. Free copies can be obtained from the Association at 32, chemin des Colombettes, Geneva, Switzerland.

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UNITED STATES

Imports of Transistors

A NOTICE was published in the *Board of Trade Journal* of October 23, 1959 (page 623) about an investigation by the United States Office of Civil and Defense Mobilization (now known as the Office of Emergency Planning) under the provisions of Section 8 of the Trade Agreements Extension Act of 1958 to determine whether imports of transistors and related products were threatening the national security of the United States.

The Director of the Office of Emergency Planning has now published his decision, which is that imports of these products are not a threat to the national security. He concludes that the domestic semi-conductor industry is prosperous and expanding, that it has, and should continue to have, ample capacity to meet defence requirements, and that imports are relatively insignificant in serving industrial and military end-uses in the United States.

A copy of the Memorandum of Decision may be seen at Export Services Branch (Tariff Section), Board of Trade, Lacon House, Theobalds Road, London, W.C.1.

Labelling of Hazardous Substances

THE REGULATIONS made under the Federal Hazardous Substances Labelling Act have been further amended to exempt containers of viscous substances, such as paints, roof coatings, adhesives, etc., from the special labelling requirements prescribed for products which contain ten per cent. or more of petroleum distillates, provided their viscosity is not less than 150 Saybolt Universal Seconds at 100°F. (100 degrees Fahrenheit).

In addition, the simplified labelling requirements for small arms ammunition referred to in the *Board of Trade Journal* of January 26, 1962 (page 192) have been amended so as not to apply to empty primed shells and cases.

Further information may be obtained from Export Services Branch (Tariff Section), Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 372-3.)

Supplementary Hearing on New Tariff Provisions

A notice was published in the *Board of Trade Journal* on June 15, 1962 (page 1354) concerning a public hearing which was to have been held on June 18 in Washington, for the consideration of certain provisions of the new tariff schedules. It has now been announced that, to ensure that all interested parties have an opportunity to be heard, a supplementary public hearing will be held on June 29, 1962.

CANADA

'Made in Canada' Rulings

THE FOLLOWING rulings have been made for Customs purposes:

Of 'a class or kind not made in Canada':

Self-contained egg room coolers, with or without humidity controls, designed for through-the-wall mounting in insulated egg holding rooms.

(Ruling effective May 28, 1962.)

Of 'a class or kind made in Canada':

Gasoline purifiers (filters), of the in-line, throw-away type, for use on automotive vehicles and other equipment operated by gasoline engines.

(Ruling effective June 22, 1962.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-9-2 dated May 28, 1962, and D51-19 dated May 31, 1962.

Demurrage Claims

A new book entitled 'The Claim for Demurrage' (Stevens and Sons Limited, London, price 25s.) discusses the procedural questions of who may be a party to the claim and how it may be conducted and enforced.

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EUROPEAN COMMUNITIES

Tariff Modifications

THE COUNCIL of the European Economic Community has now made an amendment to its modification of the EURATOM Tariff, which was published in the *Board of Trade Journal* of June 1, 1962 (page 1258). The description of the goods concerned should be amended to read as follows:

Tariff Heading No.	Description of Goods	Rate of Duty
84.59 B	Nuclear reactors:	
	I. Reactors	10% (i)
	II. Parts thereof:	
	(a) Natural uranium fuel elements, not irradiated .	10% (ii)
	(b) Enriched uranium fuel elements, not irradiated .	10% (iii)
	(c) Other	10%

(i) Duty reduced to 7 per cent. until December 31, 1965.
(ii) Duty reduced to 2 per cent. until December 31, 1964, and to 5 per cent. from January 1 to December 31, 1965.
(iii) Duty suspended until December 31, 1966.

SPAIN

Opening of Bilateral Quotas

THE SPANISH authorities have invited applications for import licences under the following bilateral quotas for imports from Britain:

Quota No.	Goods	Value £
G.B. 8	Specialized manufactures of asbestos	1,000
G.B. 9	Non-liberalized and non-globalized glassware	1,000
G.B. 11	Roller and precision chain	35,000
G.B. 14	Commercial and industrial freezing equipment and parts . . .	15,000
G.B. 15	Sewing machines and parts non-liberalized and non-globalized . .	2,000
G.B. 20	Clocks and marine chronometers	20,000

The closing date for applications in each case is July 1, 1962.

IRISH REPUBLIC

Animal Remedies Regulations

IT HAS BEEN announced that the Minister for Agriculture in the Irish Republic has made Regulations under the Animal Remedies Act, 1956, entitled the Animal Remedies (Control of Oestrogenic Substances) Regulations, 1962, prohibiting in accordance with the provisions of the Act, as from June 2, the manufacture, preparation, packing or sale of oestrogenic substances intended for the treatment of animals, save under licence of the Minister.

ITALY

Imports of Sweet Fats

UNDER the Provisions of a Ministerial Decree of May 10, 1962, the import into Italy of sweet fats (literally: *sweetened butter*, Tariff No. 21.07 D II ex (a); (b) ex (2)) has been brought into line with the restrictions on the import of butter, and is now made subject temporarily to import licensing.

IRAN

'Vacuum Flasks, Kilo 10'

IT IS REGRETTED that in the list of Iran Export-Import regulations published on Page 1172 of the *Board of Trade Journal* of May 25, the description 'Thermos Flasks, kilo 10' was used without indication that this is a registered trade mark.

The description should read: 'Vacuum Flasks, kilo 10'.

Willings Press Guide 1962

The eighty-eighth annual issue of Willings Press Guide, which lists all publications in Gt. Britain, The Channel Islands, Northern Ireland and Eire, has now been published and will be sent to customers in all parts of the world within the next few weeks. The price remains at 40s. post free. A three-monthly Supplement service is supplied to subscribers only at 10/6 per set post free. The Guide and Supplement service are published by James Willing Ltd., 3-4 Holborn Circus, London, E.C.1.

UAR (SYRIAN REGION)

Import Regulations

THE SYRIAN Ministry of the Economy has issued instructions amending the regulations applicable to parcel post imports. Importers may now receive parcels coming direct from the country of origin, not exceeding L.S.350 (approximately £35), containing goods the import of which is subject to quota. An importer may only receive one parcel of goods of the same Customs Tariff number every fifteen days. Parcels containing suspended or prohibited items are limited in value to L.S.100 (approximately £10).

Hitherto permits for otherwise prohibited imports have been issued to the value of £34 sterling per person per week.

The Ministry of the Economy has discontinued the direct grant of foreign exchange to pay for these parcels. Recipients will now have either to pay out of funds held abroad or buy their exchange on the unofficial market.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2449.)

ZANZIBAR

Customs Tariff Changes

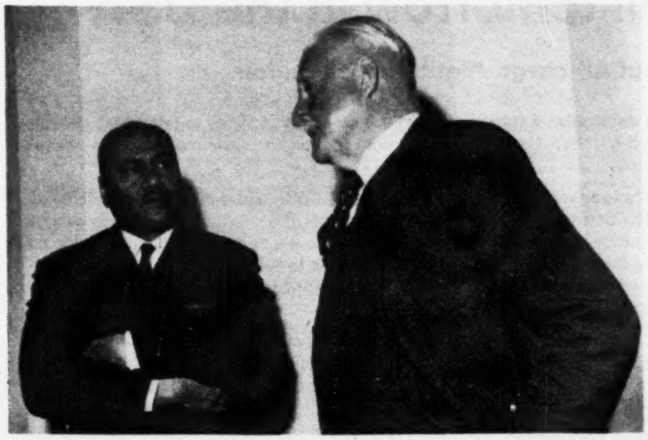
DETAILS were given in the *Board of Trade Journal* of June 8, 1962 (pages 1312-1313 inclusive) of changes in the Zanzibar Customs Tariff. The duty for Tariff Item 84. Bulbs and tubes for electric lighting including neon and similar bulbs and tubes, should read '25 per cent. *ad valorem*'.

Hints to Businessmen visiting South Vietnam

A REVISED edition of the booklet on South Vietnam has been published in the series of 'Hints to Business Men'.

British business men who intend visiting that country on export business can obtain copies of the booklet on application to the Board of Trade, Directories and Notices Section, Room 0348, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2928).

Sudanese Ambassador entertained by Middle East Association



The Sudanese Ambassador, H.E. Sayed Amin Ahmed Hussein (*left*) with Sir Ferguson Crawford, Director General of the Middle East Association, at a recent luncheon party given for the Ambassador by the Association's members at Bury House, their London headquarters, which was opened by the Foreign Secretary in January this year. As reported in the *Board of Trade Journal* of February 2, the Association has been set up by a number of British firms in industry, banking and commerce to foster and increase trade with Middle East countries, and to provide facilities for welcoming and entertaining visitors from those territories.

SENEGAL

Prohibition of Some Imports

THE SENEGALESE *Journal Officiel* of June 9, 1962, contained a Decree provisionally prohibiting as from June 10, 1962, the import of goods shown in the table below. The present Decree amends the descriptions of certain items listed in the Decree of May 9, 1961 (see *Board of Trade Journal* of June 30, 1961, page 1547) and prohibits the import of additional items.

Tariff Number	Description
	Other woven fabrics of cotton:
	Containing at least 85% by weight of cotton:
ex 55-09 A 1 c 1	Serge—woven, dyed, weighing less than 500 grammes per square metre.
	Other:
ex 55-09 B	Serge—woven, dyed, weighing less than 500 grammes per square metre.
	Woven fabrics of artificial textile fibres:
	Other than those containing 85% or over by weight of artificial textile fibres:
ex 56-07 B e	Serge—woven, dyed, weighing less than 500 grammes per square metre.

The import of certain types of trousers and shirts for men and boys and footwear is also prohibited. Full details of the articles affected will be published as soon as possible.

All the goods affected will be admitted, as a transitional measure, on submission of proof to the customs authorities that they were despatched directly to Senegal before June 9, 1962 or, if they were already in bond on that date, are cleared through customs within eight days.

The French text of the Decree may be seen at the Export Services Branch, Board of Trade, Room 807, Lacon House, Theobalds Road, London, W.C.1.

Sports Trade Guide

The 1962 issue of 'Harpers Guide to the Sports Trade' has now been published by Harper Trade Journals Ltd., 8, Lloyds Avenue, London, E.C.3, price 10s.

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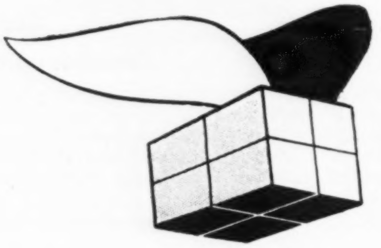

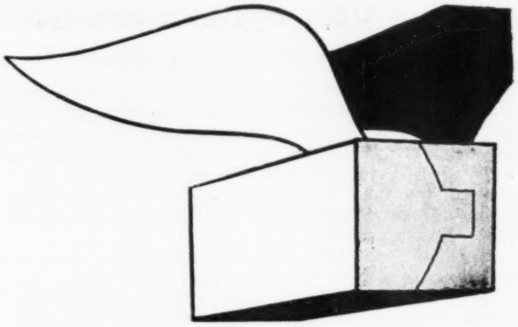

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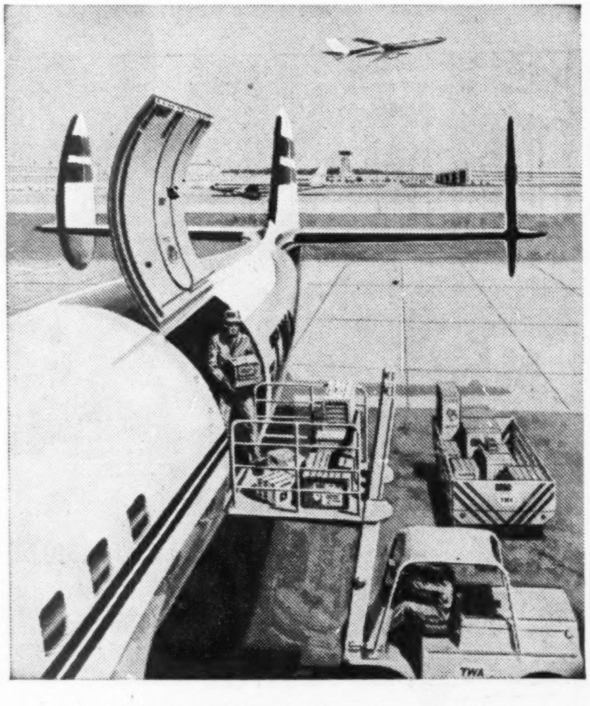

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SOUTH AFRICA

Customs Tariff Changes

A LIST of amendments to the South African Customs Tariff, which take effect from the date of publication of Government Notices Nos. R875—R877 (inclusive) has been published in the South African *Government Gazette* of June 8, 1962.

The following list refers to Government Notice No. R875 only. The remainder will be published in next week's issue of the *Board of Trade Journal.*

The United Kingdom pays the intermediate rate of duty unless otherwise shown.

Any inquiries relating to these changes should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Theobalds Road, London, W.C.1. (Telephone: CHAncery 4411, Ext. 373.)

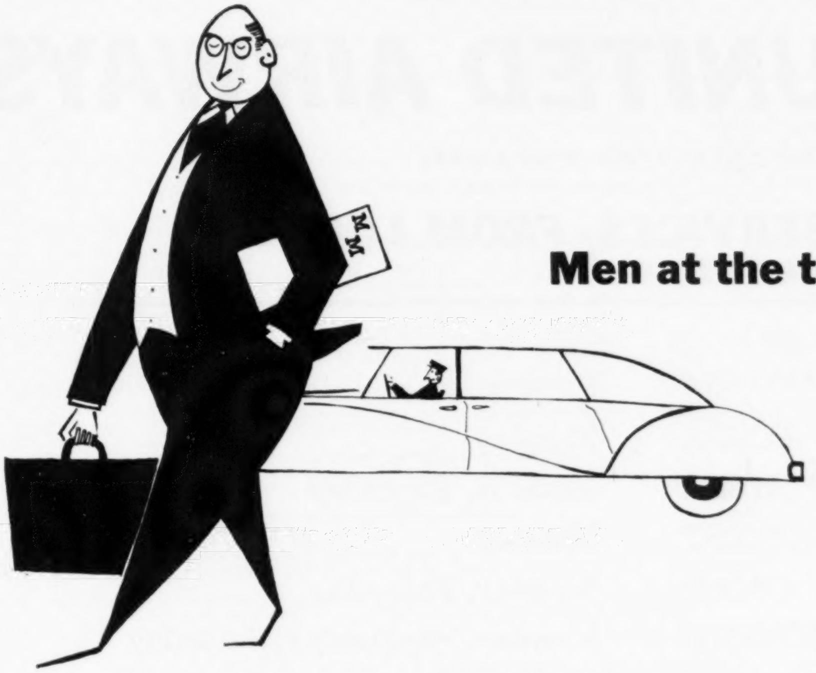
G.N. No.	Tariff Item	Article	Old duty			New duty		
			Minimum Duty	Intermediate Duty	Maximum Duty	Minimum Duty	Intermediate Duty	Maximum Duty
			Cents	Cents	Cents	Cents	Cents	Cents
R.875		GENERAL NOTE TO THE CUSTOMS TARIFF:						
	(21)	'Chassis' shall mean the frame, engine and undergear of a power driven vehicle and shall exclude batteries, rubber tyres, pneumatic tyre covers and tubes, spare parts and parts other than those mentioned hereunder:						
		Wheels, including spare wheels, and hub caps therefor, axles or independent suspensions, transmission gear to axles, self-starters, starting gear, brakes and brake equipment, springs, including covers and bumpers therefor, shock absorbers, lamp brackets and tie rods, spare wheel carriers or brackets, licence number brackets, front and rear, radiators, including shells, guards or grilles and caps, mudguards, bonnets, scuttle dashes (cowls), windscreens without glass except polaroid or double curvature glass, windscreen wipers, running boards and toe boards, dash boards or instrument boards, ignition and lighting equipment, carburettors, filters: fuel, oil and air, pumps: fuel, oil and water, tanks: fuel, oil and water, horns and hooters, speedometers and revolution counters, gauges: fuel, oil, temperature and other, rear view mirrors, sun screens or visors, saddles for three-wheel commercial vehicles, drawbars, bumpers and buffers.						
		NOTE: Batteries, clocks, windscreen glass except polaroid or double curvature glass, radio apparatus, rubber tyres, pneumatic tyre covers and tubes and other parts or accessories (except bodies) imported with a chassis for attachment thereto shall not disqualify such a chassis from being classified as a 'chassis', but duty shall be paid on such parts and accessories under the appropriate items of the tariff.						
		By the substitution, for paragraph (21) of the General Note to the Tariff of the following:						
	(21)	(No paragraph.)						
	86	(b) Motor cycles and sidecars, and parts and accessories; but excluding, if imported separately, electric lamp bulbs, batteries, tyres, rubber pneumatic tyre covers and tubes and parts specially provided for in this item:						
		By the deletion in paragraph (b) of the words 'and parts and accessories: but excluding, if imported separately, electric lamp bulbs, batteries, tyres, rubber pneumatic tyre covers and tubes and parts specially provided for in this item.'						
		(c) (No paragraph.)						
		(d) Sparking plugs for motor cycles . . . . per doz.	22½ (U.K.)	30	—			
		(e) Castings in the rough for the making of pistons and piston rings for motor cycles	—	Free	—			
		(f) Driving chains for motor cycles . . . . per yd.	6¼ (U.K.)	8¾				
		By the substitution for paragraphs (c), (d), (e) and (f), of the following paragraphs:						
		(c) Castings in the rough for the making of pistons and piston rings for motor cycles				—	Free	—
		(d) Driving chains for motor cycles . . . . per yd.				6¼ (U.K.)	8¾	—
		(e) Parts and accessories, n.e.e., of motor cycles and sidecars				15% (U.K.)	20%	—
	93	By the addition, after paragraph (3), of the following paragraph:						
		(4) Road springs (leaf or coil) for motor or other vehicles (except motor cycles) per lb.				—	10% or	—
		per lb.				—	2½	—
						whichever	duty shall be	the greater
	119	By the addition, after paragraph (j), of the following paragraph:						
		(k) Sparking plugs for internal combustion engines:						
		(i) suitable for use solely or principally with motor cycles . . per doz.				22½ (U.K.)	30	—
		(ii) suitable for use solely or principally with tractors or aircraft . . .				—	Free	—
		(iii) other . . . . per doz.				—	30	—
	129	Motor cars and motor vehicles, n.e.e., including motor vehicles commonly known as caravans, country sedans, estate cars, jeeps, landrovers, minibuses, safari vans and station wagons, and similar dual-purpose or general purpose motor vehicles: all excluding radio apparatus:						
		(a) Of a free-on-board value not exceeding R.1,200, but excluding rubber pneumatic tyre covers and tubes:						
		(i) weighing not more than 3,700 lb.	—	20% and in addition	—			
		per lb.	—	6	—			
		(ii) weighing more than 3,700 lb.	—	20% and in addition	—			
		per lb.	—	12	—			
		(b) Of a free-on-board value exceeding R.1,200 but not exceeding R.1,600, but excluding rubber pneumatic tyre covers and tubes:						
		(i) weighing not more than 3,700 lb.	—	25% and in addition	—			
		per lb.	—	11	—			
		(ii) weighing more than 3,700 lb.	—	25% and in addition	—			
		per lb.	—	17	—			
		(c) Of a free-on-board value exceeding R.1,600, but excluding rubber pneumatic tyre covers and tubes:						
		(i) weighing not more than 3,700 lb.	—	30% and in addition	—			
		per lb.	—	11	—			
		(ii) weighing more than 3,700 lb.	—	30% and in addition	—			
		per lb.	—	17	—			
		(d) (No paragraph.)						
		(e) Parts and materials (excluding such materials as are elsewhere provided for free of duty and batteries, tyres, rubber pneumatic tyre covers and tubes and leather cloth, imitation leather and other coated piece-goods similar to leather cloth and imitation leather, felt, wadding including glazed wadding and sized wadding, rubberized fibre upholstery pads and tubular seat frames) for the						

(*Continued on next page*)

South Africa (*Continued*)

G.N. No.	Tariff Item	Article	Old duty			New duty		
			Minimum Duty	Intermediate Duty	Maximum Duty	Minimum Duty	Intermediate Duty	Maximum Duty
			Cents	Cents	Cents	Cents	Cents	Cents
		building and equipment in the Republic of motor cars and other motor vehicles provided for in this item:						
		(i) in the form prescribed by the Minister and under such conditions as he may impose . . . per 100 lb.	—	95	—			
		(ii) other . . . per 100 lb.	—	230	—			
		(f) Filters, air, fuel or oil . . .	—	20%	40%			
		(g) (No paragraph.)						
		(h) Parts and accessories, but excluding electric lamp bulbs, batteries, tyres, rubber pneumatic tyre covers and tubes and parts specially provided for in this item	—	20%	—			
		(i) Blade springs and leaves therefor . . . per 100 lb.	—	83	—			
		(j) Castings in the rough for the making of pistons and piston rings . . .	—	Free	—			
		(k) (No paragraph.)						
		(l) Sparking plugs . . . per doz.	—	30	—			
		By the substitution, for the item, of the following item:						
	129	Motor vehicles (including chassis), n.e.e., for the transport of persons, goods or materials, but excluding rubber pneumatic tyre covers and tubes:						
		(1) Motor cars and motor vehicles commonly known as country sedans, estate cars, safari-vans and station wagons and similar dual-purpose or general purpose motor vehicles: all excluding radio apparatus:						
		(a) Of a free-on-board value not exceeding R.1,200:						
		(i) weighing not more than 3,700 lb. . . . per lb.				—	20% and in addition 6	—
		(ii) weighing more than 3,700 lb. . . . per lb.				—	20% and in addition 12	—
		(b) Of a free-on-board value exceeding R.1,200 but not exceeding R.1,600:						
		(i) weighing not more than 3,700 lb. . . . per lb.				—	25% and in addition 11	—
		(ii) weighing more than 3,700 lb. . . . per lb.				—	25% and in addition 17	—
		(c) Of a free-on-board value exceeding R.1,600:						
		(i) weighing not more than 3,700 lb. . . . per lb.				—	30% and in addition 11	—
		(ii) weighing more than 3,700 lb. . . . per lb.				—	30% and in addition 17	—
		(2) Motor omnibuses (including trolley buses):						
		(a) trolley buses . . .				—	3%	—
		(b) with all metal bodies, except trolley buses . . .				—	5%	—
		(c) other . . .				—	20%	—
		(3) Steam wagons . . .				—	10%	—
		(4) Ambulances and hearses . . .				—	20%	—
		(5) Motor vans and trucks (except steam wagons), for the conveyance of goods or materials . . .				—	20%	—
		(6) Chassis, without the cabs or bodies attached and excluding batteries, windscreen glass (except polaroid or double curvature glass), clocks and radio apparatus:						
		(a) to be fitted with bodies built in the Republic whether or not such chassis are to be fitted with imported unassembled cabs . . .				—	5%	—
		(b) other . . .				—	20%	—
		(7) Other, including chassis fitted with cabs . . .				—	20%	—
	130	Motor trucks and motor vans for the conveyance of goods, and steam wagons and motor charabancs, omnibuses, ambulance vans and hearses:						
		(a) (i) Motor omnibuses assembled or unassembled, with all-metal bodies; but excluding rubber pneumatic tyre covers and tubes . . .	—	5%	—			
		(ii) Other (except steam wagons); but excluding rubber pneumatic tyre covers and tubes . . .	—	20%	—			
		(b) Steam wagons . . .	—	10%	—			
		(c) Chassis (including tipping gear) imported for bodies to be built in the Republic:						
		(i) parts and materials of unassembled chassis:						
		(a) in the form prescribed by the Minister and under such conditions as he may impose . . .	—	3%	—			
		(b) other . . .	—	5%	—			
		(ii) other . . .	—	5%	—			
		NOTE: A cab shall be deemed to be part of a body, and notwithstanding the heading to this paragraph, a chassis to which an imported metal cab is to be attached shall not be disqualified from entry under this paragraph, provided such metal cab is imported unassembled and duty is paid thereon under the appropriate item of the tariff.						
		(d) Parts and materials (excluding such materials as are elsewhere provided for free of duty and batteries, radio apparatus, tubular seat frames, tyres, rubber pneumatic tyre covers and tubes, and leather cloth, imitation leather and other coated piece-goods similar to leather cloth and imitation leather, felt, wadding including glazed wadding and sized wadding and rubberized fibre upholstery pads) for the building and equipment in the Republic of a carrying capacity of 2,800 lb. and under, imported unassembled:						
		(i) in the form prescribed by the Minister and under such conditions as he may impose . . .	—	10%	—			
		(ii) other . . .	—	20%	—			
		(e) Parts and accessories, but excluding electric lamp bulbs, batteries, tyres, rubber pneumatic tyre covers and tubes and parts specially provided for in this item	—	20%	—			
		(f) Castings in the rough for the making of pistons and piston rings . . .	—	Free	—			
		(g) Cabs, metal:						
		(i) unassembled, but excluding such materials as are elsewhere provided for free of duty . . .	—	20%	—			
		(ii) other . . .	—	20%	—			
		(h) Sparking plugs . . . per doz.	—	30	—			
		(i) Filters, air, fuel or oil . . .	—	20%	40%			
		(j) (No paragraph.)						
		(k) Charcoal gas producers for attachment to motor trucks and motor vans . . .	—	Free	—			
		(l) Blade springs and leaves therefor . . . per 100 lb.	—	83	—			
		(m) Parts and materials (excluding such materials as are elsewhere provided for free of duty and batteries, radio apparatus, tubular seat frames, tyres, rubber pneumatic tyre covers and tubes, and leather cloth, imitation leather and other coated piece-goods similar to leather cloth and imitation leather, felt, wadding including glazed wadding and sized wadding, and rubberized fibre upholstery pads) for the building and equipment in the Republic of pick-up vans of the unitary construction or mono-built type of a carrying capacity of 2,800 lb. and under, imported unassembled:						
		(i) chassis:						

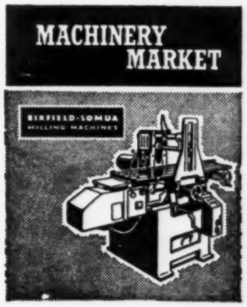
(*Continued on page* 1411)



Men at the top

and men on the way up

need



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South Africa (*Continued*)

G.N. No.	Tariff Item	Article	Old duty			New duty		
			Minimum Duty	Intermediate Duty	Maximum Duty	Minimum Duty	Intermediate Duty	Maximum Duty
			Cents	Cents	Cents	Cents	Cents	Cents
		(a) in the form prescribed by the Minister and under such conditions as he may impose	—	3%	—			
		(b) other	—	5%	—			
		(ii) body parts:						
		(a) in the form prescribed by the Minister and under such conditions as he may impose	—	10%	—			
		b) other	—	20%	—			
		By the substitution, for the item, of the following item:						
	130	(a) Parts and accessories, n.e.e., of motor vehicles (other than motor cycles) and of tractors:						
		(1) Filters, air, fuel and oil				—	20%	40%
		(2) Engine cylinder linings:						
		(i) for use solely or principally with tractors				—	Free	—
		(ii) other				—	20%	—
		(3) Radiators and parts thereof:						
		(i) for use solely or principally with tractors				—	Free	—
		(ii) radiator cores, complete radiators, or partially assembled radiators with cores, except those falling in sub-paragraph (i)				—	20%	—
		(iii) other				—	20%	—
		(4) Castings in the rough for the making of pistons and piston rings				—	Free	—
		(5) Charcoal gas producers				—	Free	—
		(6) Seat frames of tubular metal				—	20%	—
		(7) Shock absorbers				—	20%	—
		(8) Track pins and bushes for tractors of the crawler type				—	20%	—
		(9) Bodies (including cabs)				—	20%	—
		(10) Other parts and accessories:						
		(i) for use solely or principally with tractors				—	Free	—
		(ii) for use solely or principally with trolley buses				—	3%	—
		(iii) other				—	20%	—
		(b) Parts and materials, not specified in the Note to this paragraph, for the building and equipment in the Republic of the undermentioned motor vehicles, under such conditions as the Minister may prescribe:						
		NOTE: The following parts and materials, whether or not in the form prescribed by the Minister, shall be excluded from this paragraph:						
		Batteries, felt, whether or not coated or impregnated, filters, air, fuel and oil, radio apparatus, road springs (coil or leaf), rubber pneumatic tyre covers and tubes and other tyres, seat frames of tubular metal, sparking plugs, textile fabrics (including bonded fibre fabric), coated or impregnated with cellulose or other artificial plastic materials and similar fabrics consisting of coatings on a paper base, upholstery pads of rubberized fibre, wadding, whether or not sized or glazed, materials provided for elsewhere free of duty:						
		(1) Parts and materials, for motor cars and motor vehicles commonly known as country sedans, estate cars, safari-vans and station wagons and similar dual-purpose or general purpose motor vehicles:						
		(i) in the form prescribed by the Minister per 100 lb.				—	95	—
		(ii) other per 100 lb.				—	230	—
		(2) Parts and materials, for closed panel vans of a carrying capacity of 2,800 lb. and under:						
		(i) in the form prescribed by the Minister				—	10%	—
		(ii) other				—	20%	—
		(3) Parts and materials, for pick-up trucks of the unitary construction or mono-built type of a carrying capacity of 2,800 lb. and under:						
		(i) chassis, parts and materials in the form prescribed by the Minister				—	3%	—
		(ii) other chassis parts and materials				—	5%	—
		(iii) body parts and materials, in the form prescribed by the Minister				—	10%	—
		(iv) other body parts and materials				—	20%	—
		(c) Parts and materials, not specified in the Note to this paragraph, of unassembled chassis (whether or not to be fitted with imported unassembled cabs) on which bodies of goods vehicles with a total gross vehicle weight of 22,400 lb. or more, or of ambulances, hearses and omnibuses, are to be built in the Republic:						
		(i) in the form prescribed by the Minister and under such conditions as he may impose				—	3%	—
		(ii) other				—	5%	—
		NOTE: The following parts and materials, whether or not in the form prescribed by the Minister, shall be excluded from the paragraph:						
		Batteries, filters: air, fuel and oil, radio apparatus, road springs (coil or leaf), rubber pneumatic tyre covers and tubes and other tyres, sparking plugs windscreen glass (except polaroid or double curvature glass).						
		(d) Parts and materials, not specified in the Note to this paragraph,of unassembled chassis (whether or not to be fitted with imported unassembled cabs) on which bodies of goods vehicles with a total gross vehicle weight of less than 22,400 lb. are to be built in the Republic:						
		(i) in the form prescribed by the Minister and under such conditions as he may prescribe				—	3%	—
		(ii) other				—	5%	—
		NOTE: The following parts and materials shall be excluded from this paragraph:						
		Batteries, radio apparatus, rubber pneumatic tyre covers and tubes and other tyres, windscreen glass (except polaroid or double curvature glass).						
	136	Pumps:						
		By the addition, after paragraph (c), of the following paragraph:						
		(d) Tyre inflating pumps (hand or foot types) suitable for use with motor vehicles and tractors				—	25% with a minimum of	—
		each				—	50	—
	147	(e) Charcoal gas producers for attachment to tractors	—	Free	—			
		By the substitution for paragraph (e), of the following paragraph:						
		(e) (No paragraph.)						
		(f) (iv) Parts of tractors, but excluding tyres, rubber pneumatic tyre covers and tubes:						
		(A) track pins and bushes for tractors of the crawler or track-laying type	—	20%	—			
		(B) belts, transmission	—	20%	—			
		(C) other	—	Free	—			
		By the deletion of paragraph (f) (iv).						
	148	(2) Trolley buses, but excluding rubber pneumatic tyre covers and tubes; and parts and accessories therefor other than tyres, rubber pneumatic tyre covers and tubes	—	3%	—			
		By the substitution of paragraph (2), of the following paragraph:						
		(2) (No paragraph.)						
	250	Belts and belting:						
		(1) Transmission, of rubber, whether or not strengthened with textile or other material	20% (U.K.)	25%	40%			

(*Continued on next page*)

South Africa (*Continued*)

G.N. No.	Tariff Item	Article	Old duty			New duty		
			Minimum Duty	Intermediate Duty	Maximum Duty	Minimum Duty	Intermediate Duty	Maximum Duty
			Cents	Cents	Cents	Cents	Cents	Cents
		By the substitution, for paragraph (1), of the following paragraph:						
		(1) Transmission (including fan belts), of rubber, whether or not reinforced or strengthened:						
		(a) vee-velts for tractors and motor vehicles				—	20%	—
		(b) other				20% (U.K.)	25%	40%

The remainder of this list will be published next week.

Further Customs Tariff Changes

A NOTICE of Motion tabled in the House of Assembly on May 23, 1962, sets out the following amendment to the South African Customs Tariff with effect from that date. The United Kingdom pays the intermediate rate of duty in this instance.

Tariff Item	Article	Old duty			New duty		
		Minimum Duty	Intermediate Duty	Maximum Duty	Minimum Duty	Intermediate Duty	Maximum Duty
		Cents	Cents	Cents	Cents	Cents	Cents
ex 284	Printed soft-covered fiction books and booklets, including any periodical consisting predominantely of a single complete novel or story in a single issue, n.e.e. (but excluding other periodicals; newspapers; Braille, and music books; poetry books; books consisting of stage plays; books for young children; books consisting of picture stories; children's picture and painting books; printers' proofs; books bound in leather or substitutes therefor grained or treated to imitate leather) . . . each	—	Free	—	—	5	—

KENYA

Customs Tariff Changes

THE BRITISH Trade Commission at Nairobi has reported the following amendments to the Kenya Customs Tariff which are effective from June 6, 1962:

Tariff Item	Article	Duty
24	Sugar	Per 100 lb., Sh. 16.
26	Ale, beer, cider, perry and stout, all kinds, of a strength containing more than 3 per cent. of proof spirit	Per imperial gallon, Sh. 14.
28 (a)	Perfumed spirits	Per imperial gallon, Sh. 142 (or 75% *ad valorem*, whichever is the greater).
28 (b)	Liqueurs, cordials and mixed potable spirits, containing more than 3 per cent. of proof spirit	Per imperial gallon, Sh. 180.
28 (c)	Other potable spirits containing more than 3 per cent. of proof spirit, e.g. brandy, whisky, rum, gin, geneva, rectified spirits, and wines containing more than 50 per cent. of proof spirit	Per proof gallon, Sh. 20.0
28 (f)	Toilet preparations, essences and tinctures, n.e.s., containing more than 3 per cent. of proof spirit, but not including tooth washes, dentifrices and shampoos	*Ad valorem* 75%.
31	Cigars, cheroots and cigarillos	Per lb., Sh. 44.
32	Cigarettes	Per lb., Sh. 44.
34	Tobacco, manufactured	Per lb., Sh. 44.
36	Bags, bagging, hessian and sacking: By the deletion of sub-item (c) (empty cement bags) and by the relettering of sub-item (d) as sub-item (c). (See Item 165.)	
45	By the substitution for sub-item (a) of the following two sub-items and by the relettering of sub-items (b) and (c) as sub-items (c) and (d) respectively:	
	(a) Rivets, cotter pins, split pins and hinges	Free
	(b) Screws:	
	(i) Wood screws	*Ad valorem* 12½%.
	(ii) Other	Free
47 (c)	Gutterings and ridgings:	
	(i) of aluminium or alloy thereof	*Ad val.* 25%.
	(ii) other	*Ad val.* 25%.
58A	Metal sheets or plates, n.e.s.:	
	(1) of aluminium or alloy thereof:	
	(a) corrugated:	
	(i) of a thickness of ·014 inches or less	Per sq. ft., cents 15 (or 25% *ad val.* whichever is the greater).
	(ii) of a thickness exceeding ·014 inches	*Ad val.* 25%.
	(b) flat, of a thicknsss less than 0·275 inches, excluding circles and coils	*Ad val.* 12½%.
	(c) circles and coils, of a thickness less than 0·275 inches	*Ad val.* 25%.
	(d) other	Free
	(2) not of aluminium or alloy thereof:	
	(a) corrugated:	
	(i) of a thickness of ·014 inches or less	Per sq. ft., cents 10 (or 12½% *ad val.*, whichever is the greater).
	(ii) of a thickness exceeding ·014 inches	*Ad val.* 12½%.
	(b) flat, galvanized, including strip in coils, of a thickness of ·014 inches or less	Per sq. ft., cents 7 (or *ad val.*, 12½% whichever is the greater).
	(c) other, including enamelled, printed, lithographed, embossed and lacquered sheets or plates	Free
68	Printers' type, printing blocks, sensitized and unsensitized plates and electros; moulds, matrices and negatives already processed or partly processed and imported for the making of printing blocks; adhesives specially designed for use on printing machinery	Free
99 (b)	Motor spirit, gasolene and other light oils and other products for similar uses:	
	(a) Aviation spirit and similar fuels imported for use in aircraft engines	Free
	(b) Other	Per imperial gallon at 62 deg. F., Sh. 1/30.
100	Kerosene, lamp oil and white spirit:	
	(a) Imported for use in aircraft engines	Free
	(b) Other	Per imperial gallon at 62 deg F., cts. 60.
102	Fuel oils, mineral:	
	(b) For internal combustion engines:	
	(ii) light, amber, for high speed engines	Per imperial gallon at 62deg. F., Sh. 1/30.
103	Oils:	
	(b) Essential and perfumed and synthetic substitutes for such oils, excluding medicinal, food and flavouring oils and their substitutes	*Ad val.* 75%.
111	By the addition of a new sub-item as follows:	
	(c) Substances specially prepared for cleansing and sterilizing milking apparatus and equipment used in the dairy industry	Free
112	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item:	
	(b) Drugs and medicinal preparations:	
	(i) Prepared according to the British Pharmacopeia or the British Pharmaceutical Codex or the United States Pharmacopeia	Free
	(ii) Such other ethical drugs and medicinal preparations, which the Commissioner of Customs may on the advice of the Director of Medical Services admit under this sub-item as equivalent to or comparable with the standard preparations referred to in sub-item (i) above	Free
	(iii) Other	*Ad val.* 25%.
113	Dyes:	
	(a) Hair dyes and similar toilet preparations	*Ad val.* 75%.
115	Gas, compressed:	
	(a) Liquid petroleum gas, including butane and propane gases and mixtures thereof, imported for industrial and domestic heating and lighting	Per lb., cents 8.

Kenya (*Continued*)

Tariff Item	Article	Duty
116	Perfumery, cosmetics, talc powder and toilet preparations, n.e.s., but not including tooth powders, tooth pastes, tooth washes or shampoos	*Ad val.* 75%.
120	Tyres and tubes of rubber or of a substitute for rubber, not attached to wheels or vehicles:	
	(1) Tyres:	
	(a) For use on lorries, trucks, vans, passenger-carrying vehicles, pedal cycles, motor cycles, sidecars and trailers and other non-self-propelled vehicles:	
	(i) Pneumatic, including the weight of the immediate wrapper	Per lb., Sh. 1/25 (or *ad val.* 25%, whichever is the greater).
	(2) Tubes:	
	(a) For use on lorries trucks, vans, passenger-carrying vehicles, pedal cycles, motor cycles, sidecars and trailers and other non-self-propelled vehicles . . .	Per lb., Sh. 1/25 (or *ad val.* 25%, whichever is the greater).
132	Books, printed and printed matter:	
	(b) Carnets de passage, pass sheets and similar international temporary importation forms; posters framed or unframed, unframed photographs and photographic enlargements and printed window transparencies advertising the tourist attractions of foreign countries, provided that such goods are for free distribution and do not contain more than 25 per cent. private commercial advertising . . .	Free
142A	Gramophone records	Each Sh. 1 (or *ad val.* 33⅓%, whichever is the greater).
	By the addition of a new item as follows:	
142B	Gramophones, pick-ups, radiograms, record players, tape recording and tape playing machines and accessories therefor	*Ad val.* 33⅓%.
	By the substitution for Item 156 of the following item:	
156	Matches:	
	(i) in packings of less than 50 matches per container	Per gross containers, Sh. 10.
	(ii) Other	Per 7,200 matches, Sh. 10.
165	Packing materials:	
	(b) Unprinted paper and unprinted cardboard, excluding corrugated cardboard, imported for the manufacture of cartons and paper bags .	Free
	(c) By the substitution for sub-item (c) of the following sub-item:	
	(c) Bags, boxes, cartons, containers, packets, discs and labels, of paper or cardboard, of single or multiple layers, whether proofed or not, imported in a finished or partly finished condition:	
	(i) six-ply bags imported for the packing of cement for exportation, subject to such conditions as the Commissioner shall specify	*Ad val.* 5%.
	(ii) waxed-ply lined bags designed for the packing of locally produced dried whole-milk powder and printed with the names of the local product and the producer thereof	Free
	(iii) other multi-ply bags	*Ad val.* 17½%.
	(iv) of a type not otherwise provided for, specified by the Minister by notice in the *Gazette*	*Ad val.* 12½%.
	(v) other	Free
	(d) Unprinted wrapping paper	Free

Economic Survey of Asia

The Economic Survey of Asia and the Far East for 1961, which is issued as Vol. XII, No. 4 of the United Nations Economic Bulletin for Asia and the Far East, is now available from H.M. Stationery Office, P.O. Box 569, London, S.W.1, price 21s. 0d.

INDIA

Cuts in Import Quotas for Established Importers

PUBLIC NOTICE No. 65 – ITC (PN)/62 issued by the Government of India announces cuts of 50 per cent. in the import quotas for established importers for the period April/September 1962 and also a review and reduction of the quotas issued to actual users. The import quotas for 95 items are to be banned – these are mainly consumer goods; the quotas for 23 items, including liquor and foodstuffs are to be reduced to 25 per cent. of the 1961 imports, 21 items including industrial raw materials, chemicals and some machinery are to be liberally licensed.

Full details about these cuts will be published as soon as possible, but meanwhile any inquiries about this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Room 4110, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2785.)

FEDERATION OF MALAYA

Addition to Pioneer Industries Ordinance 1958

THE GOVERNMENT of the Federation of Malaya has announced that the following industry and product has been declared a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958.

Industry	*Product*
Electronic and Communication Equipment	Television sets

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Extension 2317). Please quote reference C.R.E. 1236/4/G.

Potential Customers for U.K. Exports

BESIDES PROVIDING the *Export Service Bulletin* which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, or to the appropriate Regional Office of the Board.

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RECORD SALES OF £172,826,000

St Michael
REGD.

THE HALLMARK OF QUALITY AND VALUE

LARGE BUILDING PROGRAMME

THE THIRTY-SIXTH ANNUAL GENERAL MEETING of Marks and Spencer Limited was held on June 12, at 47-67 Baker Street, London, W.1.

Lord Marks of Broughton (Chairman and Joint Managing Director) who presided said:

Ladies and Gentlemen: May I take it that in accordance with our customary practice, the Directors' Report and Accounts be taken as read?

General Survey

The sales for the year were £172,826,000 compared with £166,501,000 in the previous year, an increase of £6,325,000.

The continued growth in our business is attributable to four main factors:

(1) The scientific and technical effort which has been devoted to creating and producing 'St. Michael' garments and foodstuffs.

(2) The massive investment we are making year by year in rebuilding and modernizing our stores and extending their selling areas, so that in effect all the stores are being gradually and steadily transformed.

(3) The close attention we give to controlling operating costs, to eliminating unnecessary paper procedures and to practising good housekeeping throughout our business.

(4) The efforts we devote to maintaining the confidence and goodwill of our customers.

Merchandising Policy

Each year, we emphasize the importance of the scientific approach in the creation and development of 'St. Michael' merchandise. Today applied science is revolutionizing industry and agriculture, and this revolution profoundly affects the industries, in the field both of textiles and of food, which concern us most.

More than one-third of our textile garments are now made entirely from man-made fibres, some of which were unknown to the public only a few years ago. 'St. Michael' garments made from cotton and wool, the natural fibres, have also undergone remarkable improvements due to new finishing and manufacturing techniques.

We now have at our disposal a wealth of fine materials which are quite new. By applying efficient production techniques to their conversion into 'St. Michael' garments we have helped to bring about a social revolution whose benefits are available to everyone, however modest their means.

Food Division

I am glad to say that our food business continues to expand. Sales in the last year were nearly £33,000,000 as compared with £28,500,000 in the previous year. 'St. Michael' foods are increasingly appreciated by the public for their high quality, freshness and good value.

This is due to a concentrated effort on the part of our food technologists and executives who work in close association with our suppliers and manufacturers. Much work is done with leading specialist suppliers in the selection and specification of high quality raw materials and ingredients. This applies particularly to 'St. Michael' bakery products which form a considerable part of our food business.

In order to satisfy the growing requirements of our customers we are widening the range of our food products. We can claim with assurance that the foods we offer to the public are made in hygienic, modern factories, from pure raw materials and the best ingredients. The public can see for themselves and they certainly appreciate the clean and attractive presentation of 'St. Michael' foodstuffs in Marks and Spencer stores.

'St. Michael' Our Brand Name

Our brand name, 'St. Michael', is the most popular trade mark in the country, and the goods which bear its name are exclusive to Marks and Spencer. 'St. Michael' is accepted as the hallmark of quality and value by the millions of customers who throng our stores each week and who buy our goods with confidence. The goodwill of our customers which we have built up over the years is a most precious asset. We spare no effort to maintain the high standards of value which we set ourselves and to be worthy of the trust and confidence of our public.

Store Development

Since 1955 when building controls were removed, we have carried out a systematic programme of store development which has so far required an investment of £38,000,000. We continue to follow the policy of financing our growth as far as possible from our own earnings. Apart from the £5,000,000 which we borrowed by means of a debenture, the whole of this massive investment does not bear any interest charges.

During the last financial year we rebuilt, extended and modernized 23 stores. Currently, work is in hand at a further 21 stores, and others will follow as soon as plans have been approved. In all, we contemplate an investment of the order of £15,000,000 on our building programme over the next three years.

Simplicity in Administration

We continue to insist on the virtue of simplicity in methods of management and administration. There is a constant tendency, in business as in government, for costs of administration to rise, for procedures to become complicated and for paperwork to become burdensome and wasteful. Unless it is checked, it can lay a heavy burden on business. We subject all our procedures to constant scrutiny in order to eliminate useless paperwork, with results which have again contributed substantially to the year's profits.

Tribute to Manufacturers

It can truly be said that the degree of co-operation between our manufacturers and ourselves is unique and fruitful. The steadfast collaboration of our friends, who share our conceptions of quality and value, is essential in order to produce the vast quantities of goods we need week by week.

We thank them for their valued assistance and look forward to many years of happy and understanding collaboration.

Tribute to Staff

Over the years I have emphasized your Board's constant concern with the wellbeing of our staff. We have followed a policy of creating happy working conditions.

We are rewarded by the loyal service we receive from our staff. which is a most valuable asset to the business. In particular, the courtesy and efficiency of the service in our stores, on which we are frequently complimented, are an essential factor in creating the goodwill which we enjoy with our customers.

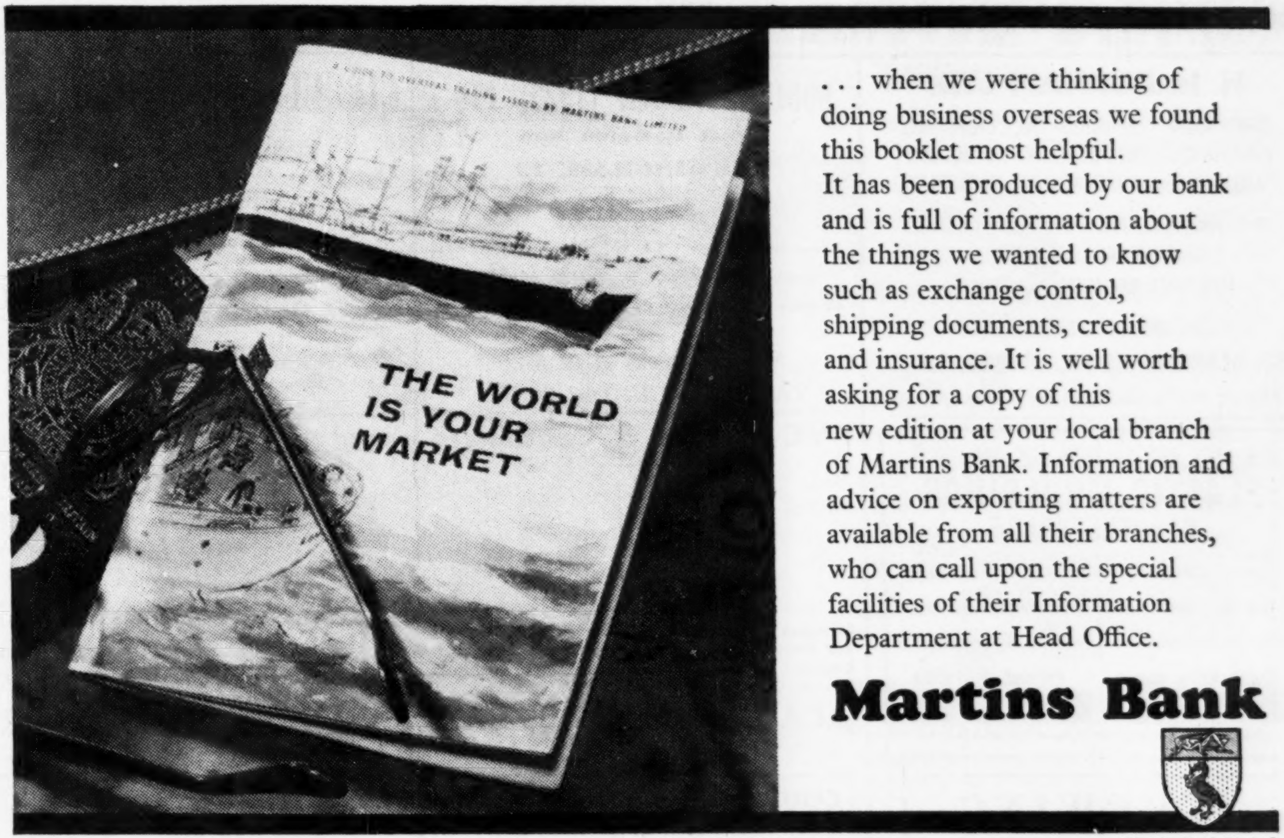
I am sure that no company could be better served by its staff than we are, both at Head Office and the stores, and that you will wish to join with me now in thanking them most sincerely for the devoted work.

The report and accounts were unanimously adopted.

MARKS AND SPENCER LIMITED

10 YEAR STATEMENT

	YEAR ENDED 31st MARCH									
	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962
	£	£	£	£	£	£	£	£	£	£
TURNOVER	86,931,000	94,806,000	108,375,000	119,400,000	125,012,000	130,429,000	134,449,000	148,023,000	166,501,000	172,826,000
PROFIT BEFORE TAXATION	6,741,000	7,867,000	9,268,000	10,130,000	12,806,000	14,143,000	15,059,000	17,806,000	20,495,000	21,335,000
TAXATION	4,275,000	4,850,000	4,800,000	5,175,000	7,200,000	7,950,000	7,350,000	8,725,000	10,200,000	10,800,000
NET PROFIT AFTER TAXATION	2,466,000	3,017,000	4,468,000	4,955,000	5,606,000	6,193,000	7,709,000	9,081,000	10,295,000	10,535,000
DIVIDENDS (NET)	1,282,000	1,675,000	2,365,000	2,660,000	3,181,000	3,441,000	4,132,000	5,384,000	6,381,000	7,013,000
FUNDS RETAINED IN THE BUSINESS										
PROFIT RETAINED	1,071,000	1,242,000	1,983,000	2,145,000	2,230,000	2,352,000	3,277,000	3,527,000	3,688,000	3,642,000
DEPRECIATION	765,000	794,000	660,000	693,000	876,000	904,000	944,000	943,000	1,015,000	1,164,000



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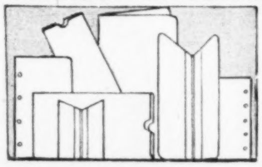

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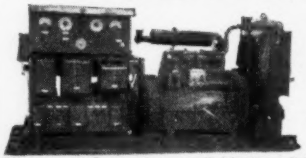

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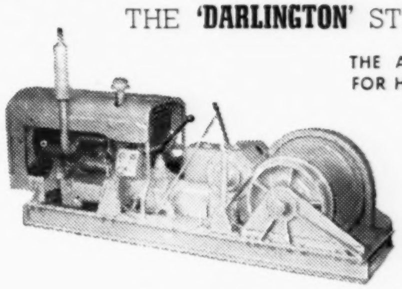

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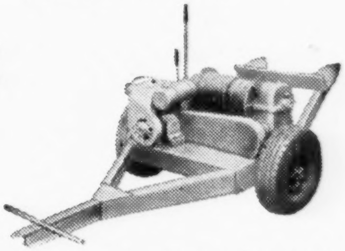

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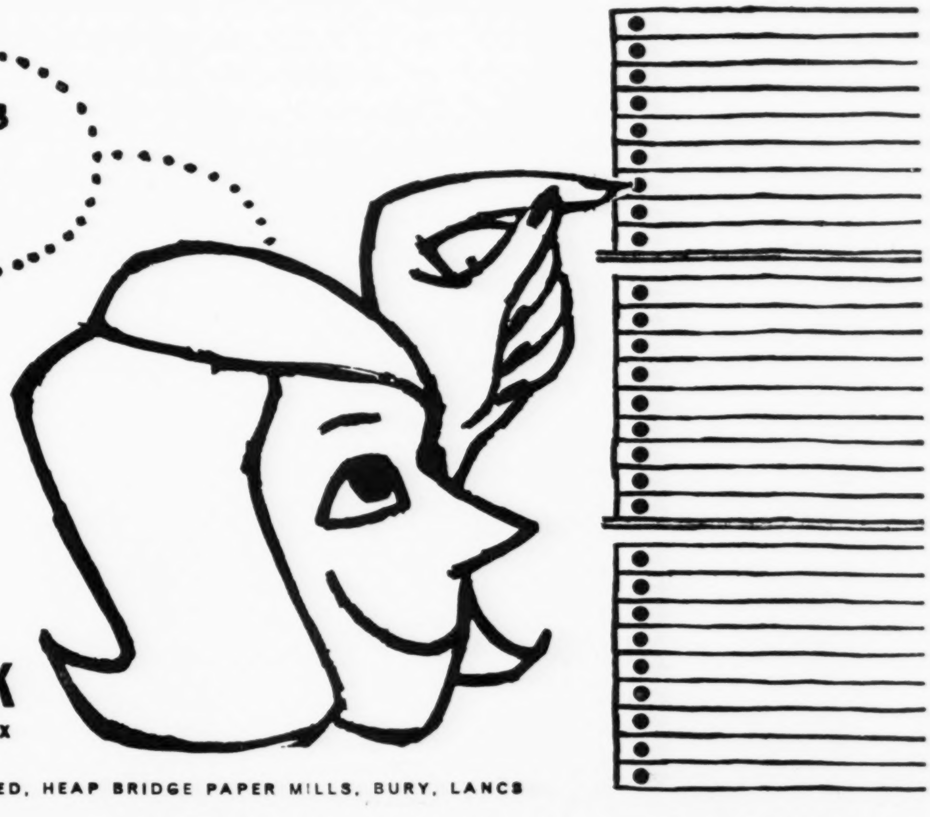

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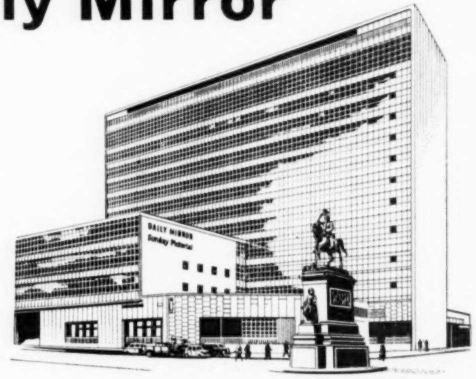

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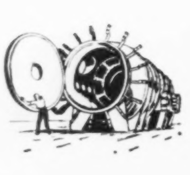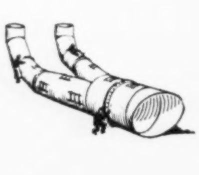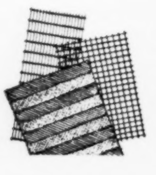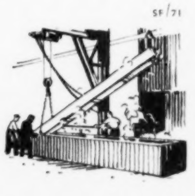SF/71